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REPORT OF MISSOURI GRAIN DEALERS CONVENTION IN THIS ISSUE



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CHICAGO, ILLINOIS, FEBRUARY 15, 1917

No. 8

One Dollar Per Annum  
SINGLE COPIES, TEN CENTS

SOLICITATION  
ON REPUTATION

**McKENNA & RODGERS**

60 BOARD OF TRADE  
CHICAGO

GRAIN  
IN EVERY WAY

NOW—  
OPERATING OUR OWN  
**McKENNA & RODGERS**  
ELEVATOR "A"

**SIMONS, DAY & Co.**  
GRAIN, PROVISIONS, STOCKS, BONDS.  
We solicit consignments and offers of cash grain, also future delivery orders on all exchanges.

322 Postal Telegraph Bldg.

CHICAGO

Direct Private Wires to New York and Illinois and Iowa Points

We Solicit Your  
Consignments

**Harris, Winthrop & Co.**

COMMISSION  
MERCHANTS

STOCKS-BONDS-GRAIN

The Rookery  
CHICAGO

MEMBERS

New York Stock Exchange  
New York Produce Exchange  
New York Coffee Exchange  
Winnipeg Grain Exchange  
New York Cotton Exchange  
Chicago Stock Exchange  
Chicago Board of Trade  
Kansas City Board of Trade  
Minneapolis Chamber of Commerce

Established 1877

**LANGENBERG BROS. GRAIN CO.**  
**GRAIN and HAY**

We Solicit Your Consignments

ST. LOUIS

MISSOURI

**THE ILLINOIS SEED CO.**  
**GRASS SEEDS FIELD**

BUYERS CHICAGO SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

**RUDY-PATRICK SEED CO.**

ALFALFA

SUDAN GRASS

MILLET

CANE

KANSAS CITY, MO.

**The WAGNER**

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature.

Stocks E. W. Wagner & Co. Bonds  
Grain Cotton  
Members New York Stock Exchange  
Members New York Cotton Exchange  
Members Chicago Board of Trade  
Continental & Commercial Bank Bldg.

**LETTER**

Established 30 years

CHICAGO

**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

**James E. Bennett & Co.**

Member Chicago Board of Trade

Commission Merchants

GRAIN PROVISIONS  
STOCKS-BONDS

Ship your grain to us.

Chicago — Peoria — St. Louis

Ask for Bids

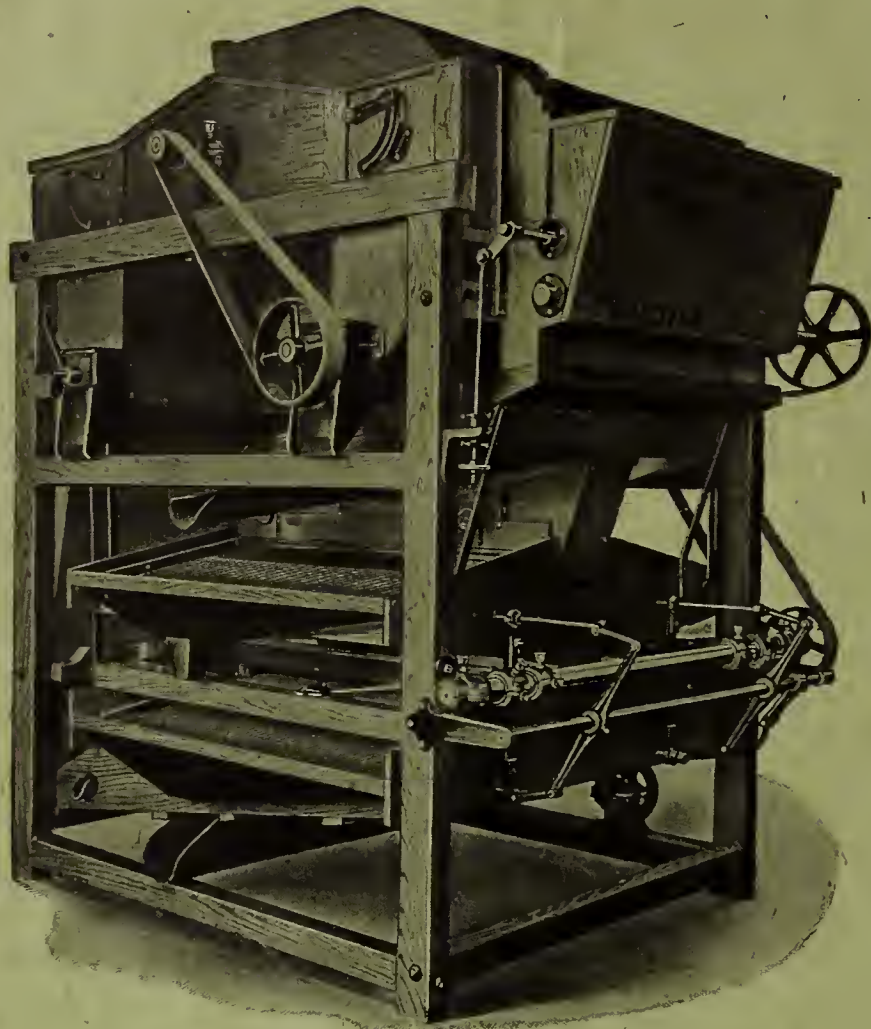
Postal Telegraph Building  
332 So. La Salle St., Chicago

ST. LOUIS  
211 Merchants Exchange

PEORIA  
11 Board of Trade



# Everything Desirable



## Barnard's Separators Contain Every Desirable Feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

The sieves are all adjustable and are easily removed and changed for different kinds of grain.

In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND**



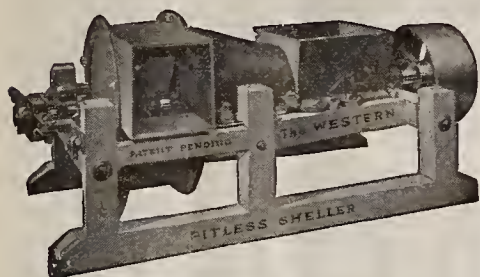
**MILL FURNISHERS**



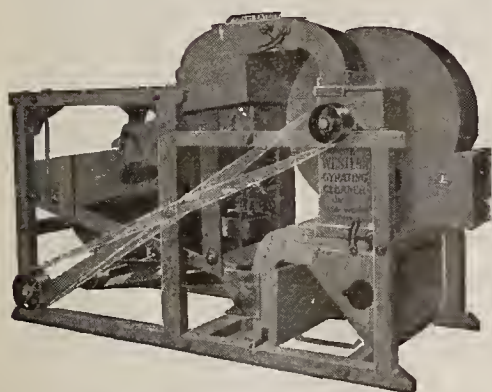
**ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.**



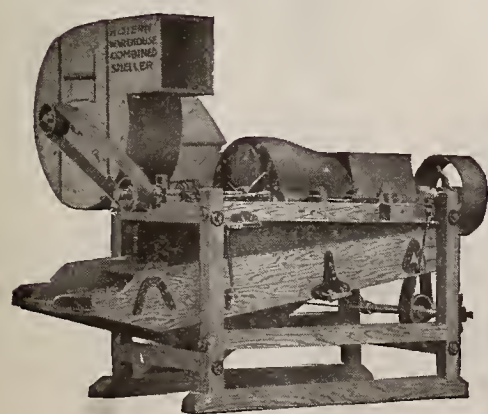
# Reliability — Durability — Efficiency



"Western" Pitless Warehouse Sheller



"Western" Gyration Cleaner



"Western" Warehouse Combined Sheller

are features that have made

## THE WESTERN LINE

of

## Shellers and Cleaners famous the world over

Sales on Western Shellers and Cleaners have increased 50% in the past five years. This is an unequalled record for the entire sheller and cleaner industry for this period. And increased sales can only result from increased demand.

Argue as you will, the grain trade buys that sheller and cleaner that it considers best value for the money. These record figures prove indisputably that Western machines are the most reliable, durable and efficient in their line and have been selected as a preferred investment by men who judge sheller and cleaner values.

Western engineers and designers are satisfied with only the best of material used in the construction of their machines. The average manufacturer is satisfied with the normal standard of his "price class." The Western engineers and designers forget every other consideration except quality and adopt the best regardless of precedent.

As a consequence the Western shellers and cleaners are always ahead of the field today. As sheller and cleaner values go, we firmly believe that the Western are the most remarkable machines in America. And we are not alone in this belief, as the overwhelming demand for Western machines conclusively proves.

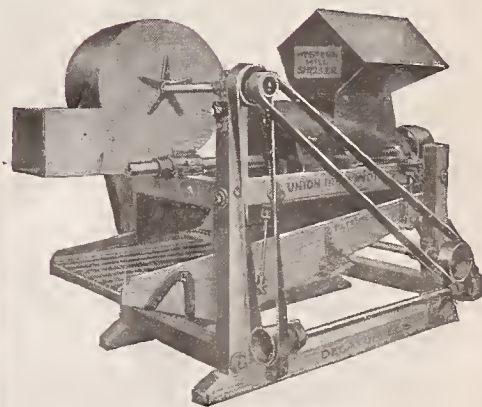
If you would be convinced, write for our complete catalogue, giving conclusive evidence of the real merits of the Western line of shellers and cleaners, our claims and guarantee, together with hundreds of comments of Western operators. A postal is all that is necessary. Write today.



"Western" Regular Warehouse Sheller



"Western" Rolling Corn Screen Cleaner

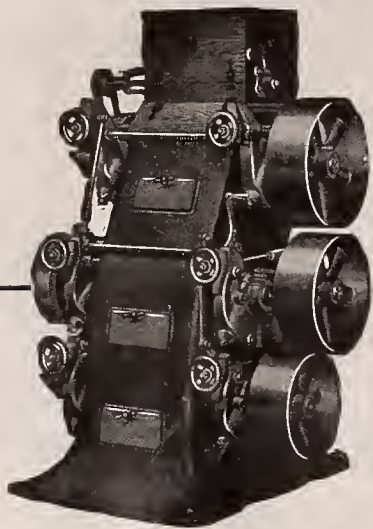


"Western" Mill Sheller

# UNION IRON WORKS

DECATUR, ILLINOIS, U. S. A.





## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

### N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

**Nordyke &  
Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*



## Offer to Grain Dealers Announcement No. 1

How To At Once Be the Maker and Owner of

# FLavo Flour

NATURE FLAVORED

For Your Community

**G**RAIN DEALERS and Elevator Men who first see the wonderful advantages to them of being the first to get membership in Community Marvel Millers, for their territory, will thereby step into the biggest money-making opportunity in their town, both for today and the future of the Milling business.

February 10, in a Saturday Evening Post page, we spent \$5000 to announce plans for making FLavo Flour by over 1000 Community Marvel Miller Association members.

This was only the opening gun of a \$100,000.00 FLavo Flour National Advertising Campaign which you Grain Dealer and Elevator men are and should be most vitally interested in for your personal profit.

Of course, FLavo Flour can be made only by owners of an

## AMERICAN (Midget) MARVEL

Self-Contained

## FLOUR MILL Several Capacities—No New Buildings Needed

But we make it the easiest kind of a business proposition to Grain Men, Elevator Men and former Long-System Flour Millers to get into this business and own and run an American Marvel Mill in each community.

Capacities from 15 bbl., 25 bbl., 50 bbl., 75 bbl., per day and UP, according to the number of units used, to ANY CAPACITY. Sold strictly on 30 days trial or money back. On cash or easy-payment terms.

### A Clean-Cut, Easy-to-Handle Business Proposition for You

Never before have local millers or grain men had any National Organization or big capital backing to push one flour brand owned, made and sold by all. Nobody ever thought of it, or could work out such a splendid business-like plan before. You have everything to gain permanently. There is nothing experimental.

For 7 years the hundreds of owners of American Marvel Mills have been going-it-alone, and making bigger profits than any other millers—bigger profits than they had ever made before.

Now they have united to make ONE BRAND—FLavo Flour.

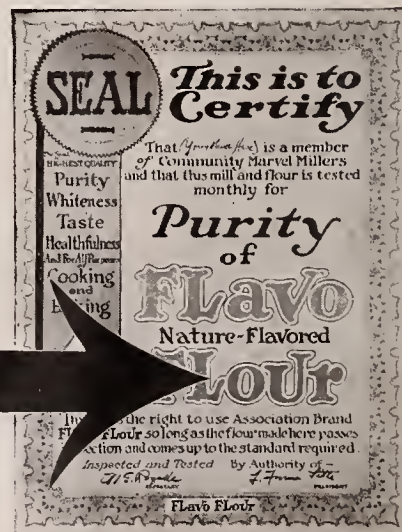


We pay all the \$100,000.00 cost of advertising FLavo Flour for members of Community Marvel Mills.

Nobody but you can make or sell FLavo Flour in your community when you join this great organization.

Investigate today.

Greatly Reduced 19x25 Monthly Certificate of Inspection of FLavo Flour at Each Member's Mill



## Write At Once For This New Special Proposition

### Your Big Opportunity Here

ANGLO AMERICAN MILL CO., Inc.  
445 Trust Bldg., Owensboro, Ky., U. S. A.

Send me at once your special FLavo Flour plan for members of Community Marvel Millers—and all facts, catalog, etc., on American Marvel Flour Mill—FREE.

Name .....

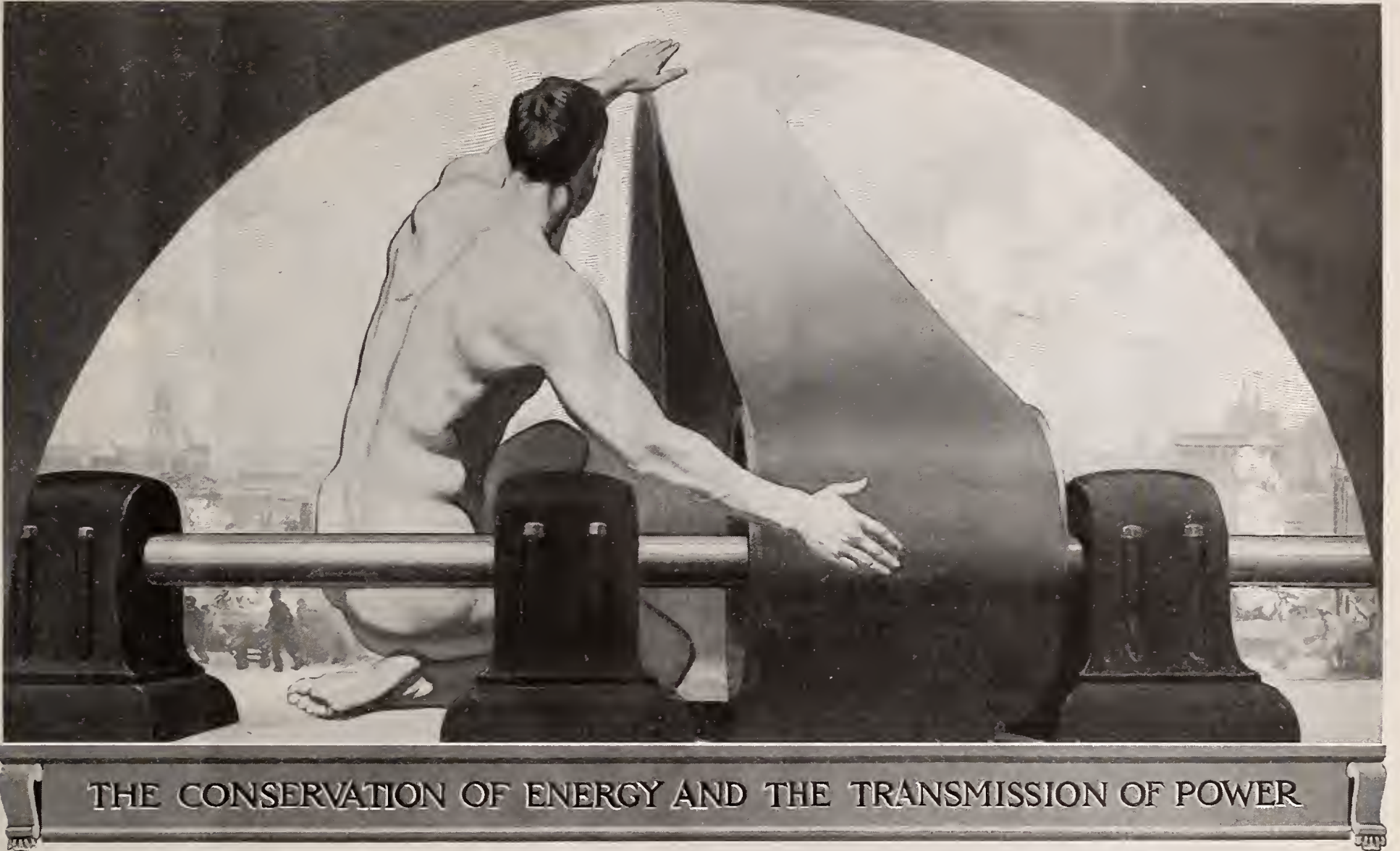
Address .....

State .....

Tear This Out and Mail to Us Today

(83)





## Klingtite Belts Increase Elevator Tonnage

Scores of Klingtite Belt sales are being made to elevators in these times of capacity production solely on the strength of their continuous service records.

An hour's shut-down often costs more in decreased output than the first cost of the guilty belt which brought it about.

And belt breakage and belt stretching cause shut-downs.

Klingtite Belt construction reduces breakage to a minimum. Only a special-weave duck having a tensile strength greatly superior to that ordinarily used in the best transmission belts is employed.

In consequence Klingtite Belts are so constructed as to give you the highest possible factor of safety according with efficient transmission.

Stretching is harder to combat, for it is not a question of materials alone but also of construction.

The special-weave duck eliminates some of the stretch.

But more is eliminated by the method of impregnating the plies under enormous pressure with high grade "friction."

By this method the plies are united as with thousands of strong yet flexible rivets rooted in the very fiber of the duck.

They unite the plies as indissolubly as if they were welded, yet allow the play between the plies necessary for the equalized adjustment of strains.

Since all the plies bear an equal load, none is unduly strained; and in consequence the exasperatingly variable stretch so common in stitched and other belts of inferior construction is eliminated.

The merits of the materials used in the construction of Klingtite Belts have been proved in many elevators, representing all possible conditions.

They have demonstrated their long service per dollar of cost, their power-saving efficiency, and their continuous service so conclusively that The Goodyear Tire & Rubber Company unreservedly stakes its reputation on their performance.

\* \* \*

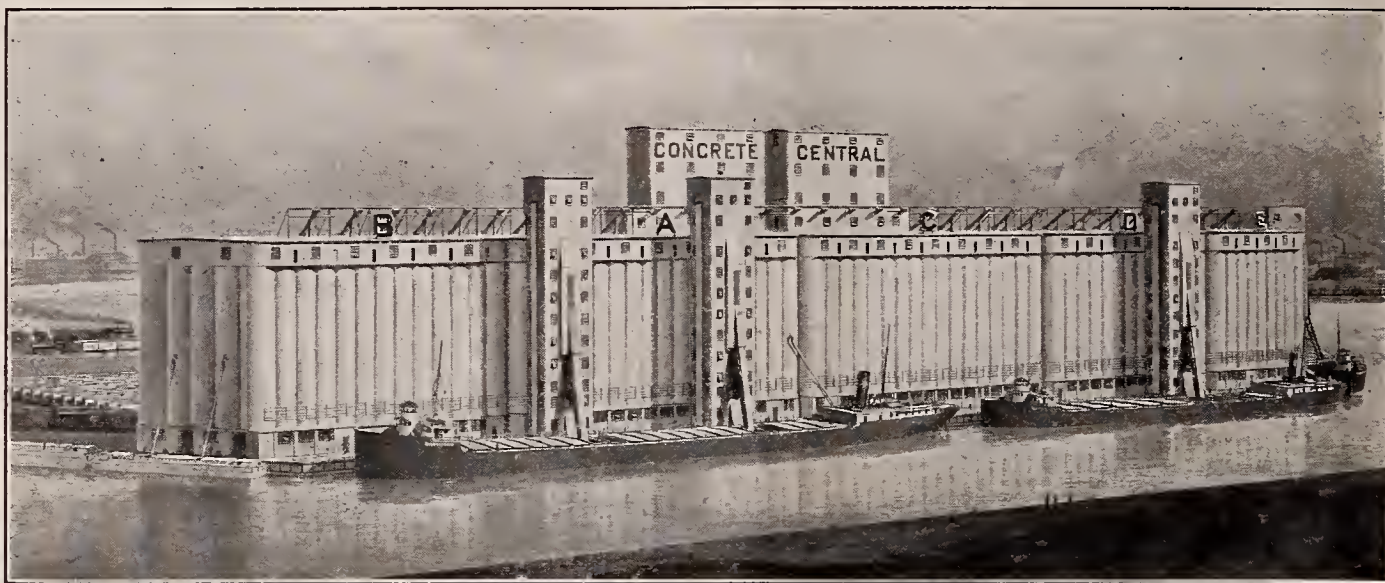
Write for our Encyclopedia of Mechanical Goods, containing specific recommendations for every operation in elevators. We believe this book is the greatest advance in the method of presenting and treating your mechanical and buying problems offered in the last twenty years. Both master mechanics and administrative executives are using it in revising operating costs downward. Send for it today.

The Goodyear Tire & Rubber Company, Akron, Ohio

· PACKING · BELTING · HOSE · VALVES ·

**GOOD YEAR**  
AKRON





## Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

### Proof of the Superiority of Monarch Modern Elevator Construction

**Concrete—Central Elevators**—Built 1915, capacity 1,000,000 bu.; 1916 added 1,000,000 bu.; new contract awarded for 2,500,000 bu. additional.

**Superior Elevator**—Built 1914, capacity 1,500,000 bu.; 1916 awarded contract for Marine Tower and additional equipment.

**Connecting Terminal Elevator**—Built 1914, capacity 1,000,000 bu.; 1916 awarded contract for Marine Tower and an extension of elevator.

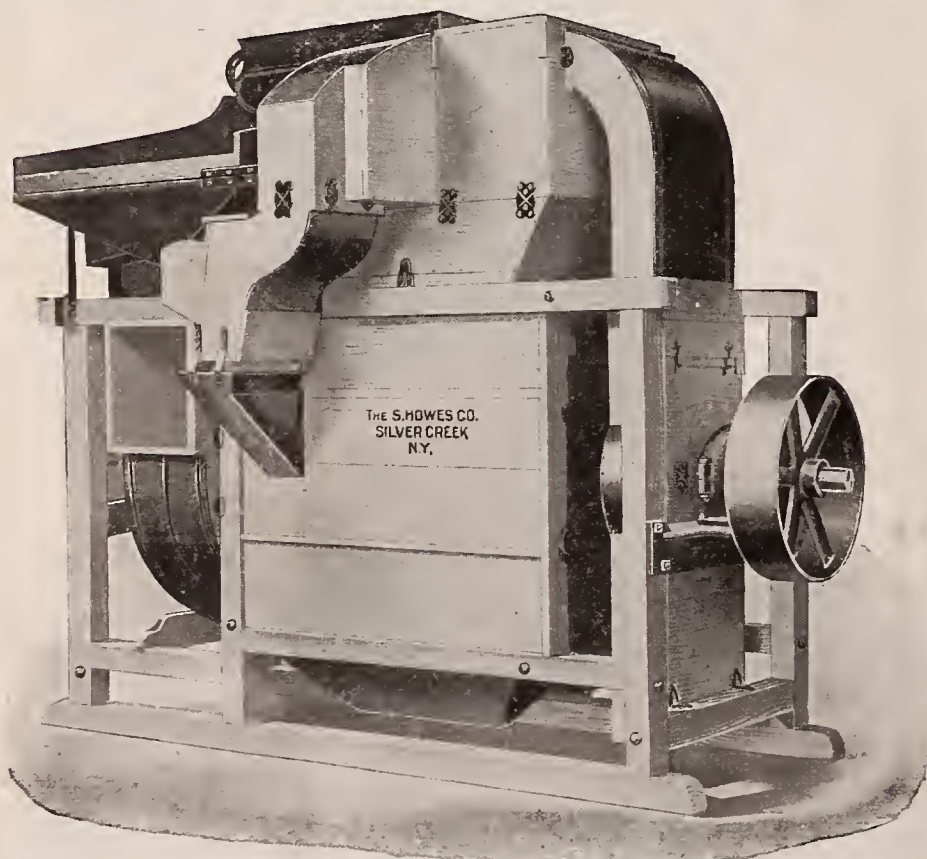
**Archer-Daniels Linseed Co. Elevator**—Built 1915, capacity 350,000 bu.; 1916 added 700,000 bu.

**Shredded Wheat Co. Elevator**—Built 1913, capacity 100,000 bu.; 1915 added 100,000 bu.; 1916 added 300,000 bu.

*Grain Elevators Built in All Parts of the World*

**MONARCH ENGINEERING COMPANY, Chamber Commerce, Buffalo, N. Y.**

# The Laugh Was On the Engineer



Eureka Ball Bearing Oat Clipper

The S. Howes Company  
Silver Creek, N. Y.

Chicago, Ills.  
Jan. 2nd, '17

Gentlemen:—

It will interest you to know what the R. G. Company think of the "Eureka" Ball-bearing Oat Clipper recently installed at the S. C. Elevator. Mr. N., the superintendent, said that the engineer had asked him to let him know when he was ready to start the Clipper, so that he could be prepared for the load. Mr. N., without saying anything to the engineer, put on the full load of 1800 bushels. He then went to the engine room and the engineer asked him when he was going to start the feed!!! Mr. N. says that you cannot hear the machine running, and that he is "tickled" that he ordered a Ball-bearing Clipper.

Yours truly,

Wm. Watson.

*May we send you our new catalog?*

**The S. Howes Company**  
SILVER CREEK, N. Y.

#### Representatives

Wm. Watson, 623 Western Union Bldg., Chicago.  
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio  
W. M. Mentz, Sinks Grove, W. Va.  
H. E. Sewell, 1723 N. 61st St., Philadelphia, Pa.  
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
E. A. Pynch, 311 3rd Ave. S., Minneapolis, Minn.



HEAVY DUTY CONSTRUCTION







## C. & N. W. RY. Calumet Terminal Elevator South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

# John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.

35 Southampton Street, LONDON, W. C., ENGLAND

## Clip Oats — Not Profits

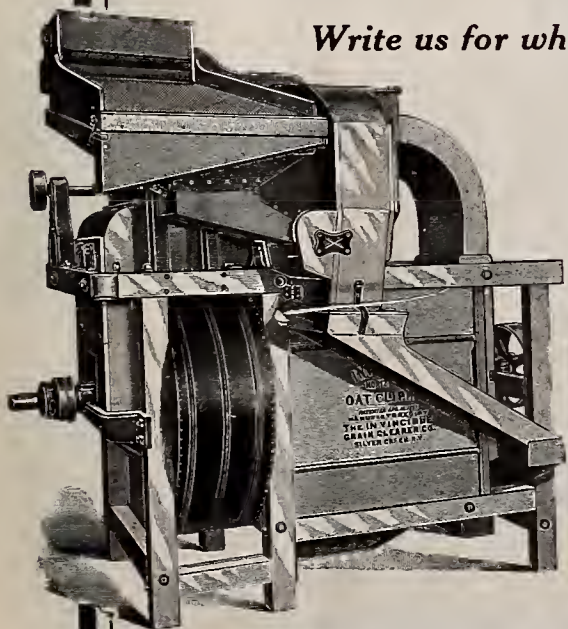
Of course you should clip your oats. It means money. But you must not clip profits by losses through unreliable machinery.

### The INVINCIBLE OAT CLIPPER

makes no waste. It operates perfectly—its air separations are infallibly accurate.

Write us for what we can tell you.

Invincible  
Grain Cleaner Co.  
Department 1  
Silver Creek, N.Y.



Trans-Mississippi Terminal Ry., Westwego, La., had several—they have just placed two more. An evidence of satisfaction.

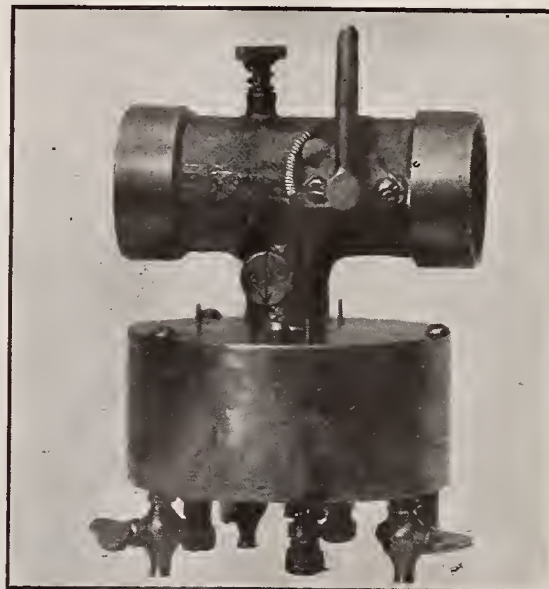
## CUT OUT THE "TAX ON GASOLINE"

—OR—

### Six Reasons Why You Should Use Our KEROSENE CARBURETOR

ON YOUR GASOLINE ENGINE OR FORD CAR.

1. Because it uses Kerosene successfully, and kerosene is from one-half to one-third cheaper than gasoline, and has greater explosive power.
  2. Because Kerosene makes a more efficient fuel than gasoline for power, does away with carbon deposit and spark plug troubles, reduces the friction load, and gives longer life to the engine.
  3. Because it cuts the fuel "TAX" 60%. For instance: If you are using 25 gallons a day of gasoline at 20c a gallon, it costs you \$5.00. we will pull the same load with 23 gallons of KEROSENE at 8c a gallon, costing \$1.84, a net saving of \$3.16, or 63%.
  4. Because you destroy no part of your engine or its equipment, you need no special tools to install it, and it pays for itself in very short time on its own saving.
  5. Because you can get a lower insurance rate by using KEROSENE as there is less danger from fire by combustion, and there is NO LOSS by evaporation.
  6. Because, last and most important, we guarantee to prove all the above under a bankable, money back guarantee.
- REFERENCES: American National Bank, Frankfort, Ind., Mercantile Agencies.



## THE KEROSENE CARBURETOR CO., Inc.

Frankfort, Indiana

DEALERS WANTED EVERYWHERE



## It Will Last

Reinforced concrete. Built for heavy floor loads.  
Uses the daylight. Tracks arranged right.

**"Macenco Results"**



1500 barrel Mill, 300,000 bushel Elevator and  
500 H. P. Diesel Power Plant of the Kansas  
Flour Mills Company, Great Bend, Kansas.

**Macdonald Engineering Company**

53 West Jackson Boulevard,  
CHICAGO



Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity.  
Recently Completed.

**We Build Reinforced Concrete Structures of all Types**  
**Grain Elevators, Mills and Industrial**  
**Plants a Specialty**

Our Engineering Department is ready to solve your  
problems and furnish preliminary estimates.

**JANSE BROS., BOOMER, GRAIN & HOWE**

GENERAL CONTRACTORS

**717-718 Dime Savings Bank Bldg., Detroit, Mich.**

Also Zeigler Block, Spokane, Wash.

Mackie Block, Calgary, Alberta

## Burrell's 1916 Record



Van Winkle Grain and Lumber Co., Council Bluffs, Ia.

**97**  
**Contracts**

With the largest  
and most efficient  
Engineering  
and  
Construction  
Organization  
for large or small  
work ever gather-  
ed together by a  
concern in our  
line, prospective  
builders of Grain  
Elevators will find  
it to their advan-  
tage to consult us  
before formulating  
any definite plans.  
It Costs Nothing.

**Complete Grain Elevators and Mill Buildings,**  
**Concrete or Wood**

**Burrell Engineering & Construction Co.**

Webster Building, CHICAGO.

PORTLAND, ORE.



## Grain Elevators

of any size and any type  
Designed and Built for

**Safety and Economy**

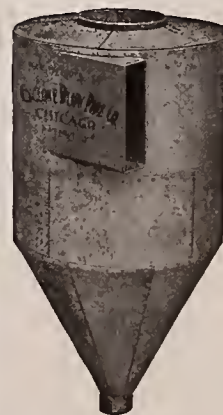
A record of successful construction in  
both North and South America is proof  
that we can meet your local conditions  
and satisfy every requirement.

If considering building, write us  
for standard designs.

**The 3 Americas Co.**

Builders of Better Elevators

128 S. Michigan Ave., Chicago



**Write Today**  
**for**  
**Further**  
**Information**

## HAVE YOU

**A cleaner in your elevator?**

If so, then you will be interested  
in the installation of a

**Cyclone Dust Collector**

**CYCLONE BLOW PIPE CO.**

2542-52 Twenty-first Street, Chicago, Illinois

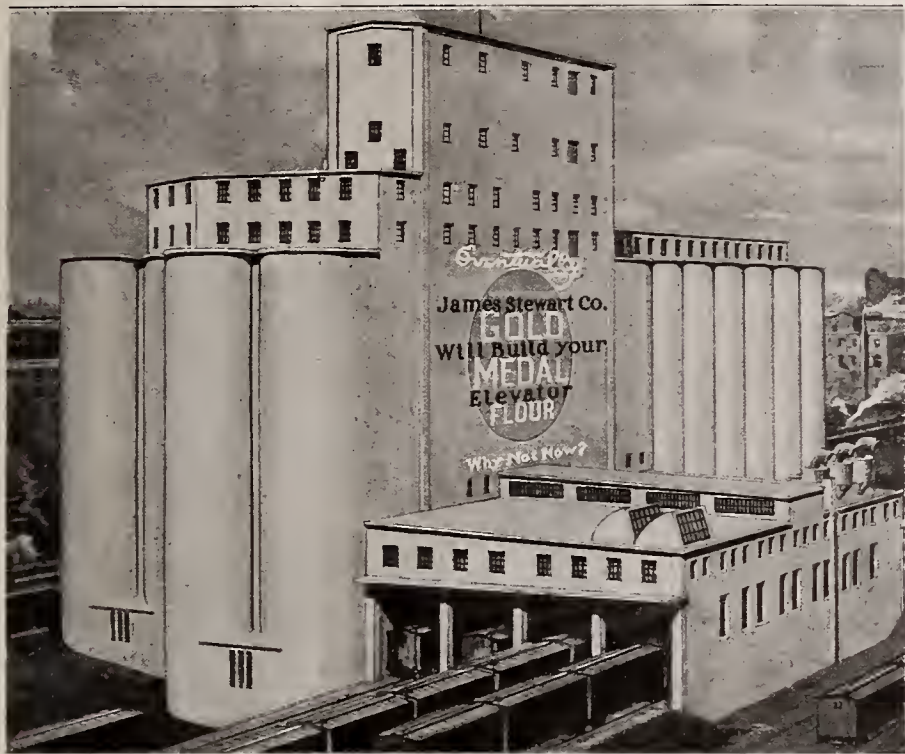
Complete new systems installed on modern plans  
and guaranteed. Old systems remodeled on modern  
lines on most economical plans. Supplementary  
systems added where present systems are out-  
grown. Defective systems corrected and put in  
proper working order.



**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.



*Write us for designs and estimates*

We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

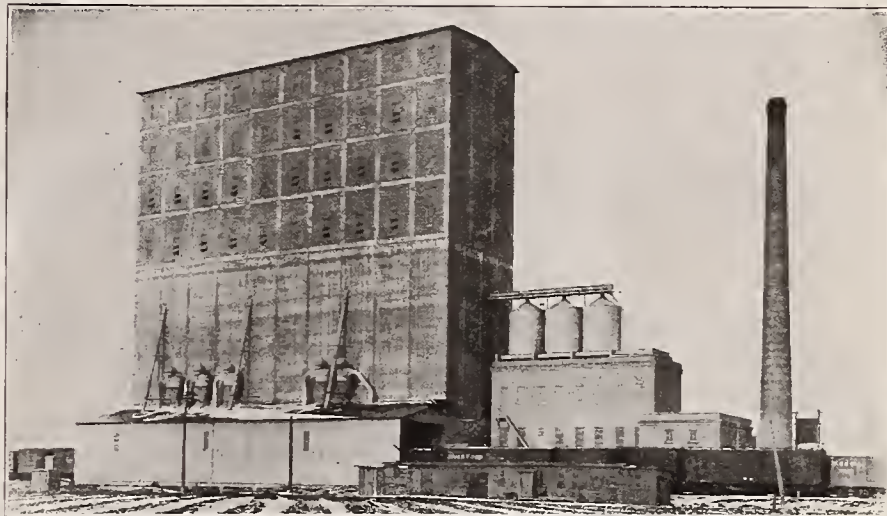
W. R. SINKS, Manager

CHICAGO, ILL.

**The Michigan Central Fire Proof  
Grain Elevator**

Located at 124th Street and Cottage Grove Ave.  
KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or  
about Chicago.



Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.

*Designs and estimates promptly furnished*

**Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

CHICAGO, ILL.

**Robinson  
Telegraphic Cipher**

*Revised Edition*

Cloth Binding - - \$1.50

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Publishing Co.**

431 So. Dearborn Street, Chicago

**Reliance Construction Company**

**Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

CONTRACTORS FOR  
**Grain Elevators**

COMPLETE WITH  
MACHINERY INSTALLATION.

**DEVERELL,  
SPENCER & CO.**

GARRETT BUILDING  
BALTIMORE, MARYLAND



**The Barnett & Record Company**  
**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario



# PATRONIZE THE SUCCESSFUL FIRM

Did it ever occur to you that a firm which has been continuously engaged in the grain business for years, and which has continuously grown because it has rendered efficient service, is the firm to which you should entrust your business? No question concerning financial responsibility or salesmanship with such a firm as the J. Rosenbaum Grain Co. It should be an inspiration to you to patronize an organization which radiates success. You can profit by it!

Isn't it worth while—when it costs no more—to do business with a company equipped in every department for rendering paramount service?

These are troublesome times in the grain business. No living man has ever seen, or probably ever will see again, such disturbing conditions as those now affecting the grain business generally, keeping the price of the foodstuffs of the nation unprecedentedly high. Therefore, the wise elevator man will keep constantly in touch with the markets.

The Rosenbaum Review, a weekly publication of this firm, has attracted more attention and probably has elicited more praise than any other financial paper in the country.

Country grain shippers may be enrolled on the subscription list, either as patrons of the Company, as prospective patrons, or by paying \$5.00 per year, the annual subscription price.

Owing to the exclusive nature of the publication, its limit of circulation has about been reached. Therefore, those readers of this magazine who desire to be enrolled on the list should make the request at once.

"Agricultural Argentina" is the title of a new book which has just been issued by the Company, and concerning which Doctor Albert Hale, the noted explorer and writer says: "You have produced a really admirable book and I hope it will be utilized as it deserves." Price \$1.00.

**Write, wire us collect, telephone us**

*We want your business, and you need our service*

## J. ROSENBAUM GRAIN CO.

(Incorporated)

Terminal Elevators, KANSAS CITY

**CHICAGO**

J. ROSENBAUM GRAIN CO., Fort Worth, Texas

J. ROSENBAUM GRAIN CO.  
119 Produce Exchange Bldg., New York, N. Y.

J. ROSENBAUM GRAIN CO.  
Galveston, Texas

J. ROSENBAUM GRAIN CO.  
826 Gravier St., New Orleans

J. ROSENBAUM GRAIN CO.  
Omaha Grain Exchange, Omaha, Neb.



Instantaneous Power Is a Necessity, Economical Power Is Profitable

For the elevator or mill that must be driven at certain intervals. So dependable in operation that some of the largest elevator concerns are

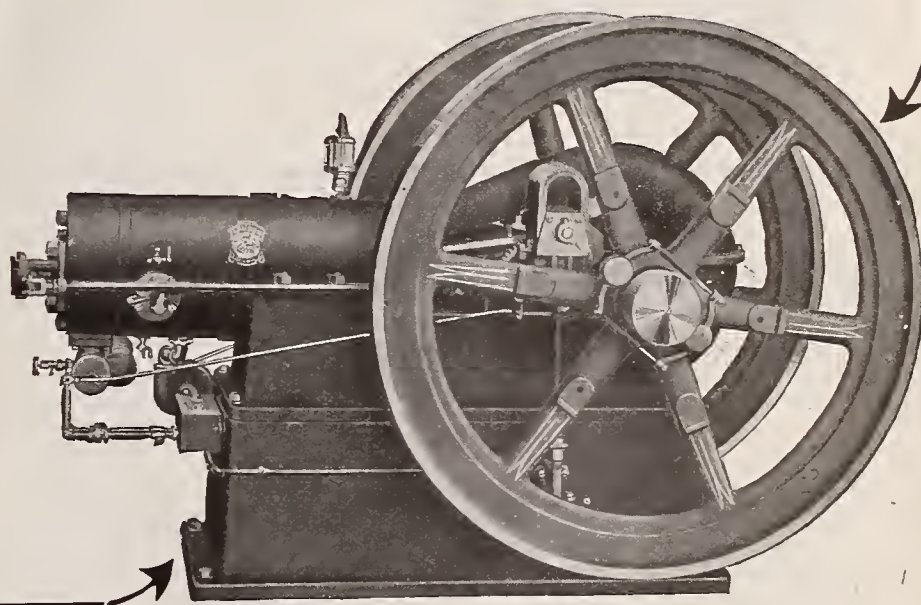
adopting Lauson Kerosene Engines as standard equipment. Low in First Cost. Lowest in repair cost and least subject to loss of service.

# Lauson Kerosene Engines

start easily, carry full load instantly, and run as smooth as a steam engine. Easy to start and operate. Operates with a clear, clean exhaust regardless of load conditions. Operates on Kerosene, Distillate, Motor Spirits or other similar cheap fuels.

*Built in Sizes up to 50 Horsepower*  
AN ENGINE FOR EVERY SIZE ELEVATOR OR MILL  
*Write for Bulletin 265*

**The John Lauson Mfg. Company**  
84 Monroe Street New Holstein, Wis.



## The "Knickerbocker Cyclone" Dust Collector



**For Grain Cleaners**  
ALL STEEL



*Write for Catalog*

**The Knickerbocker Company**

**Jackson, Mich.**

## Improved Economy Cracked Corn Separator and Grader

The big season for poultry feeds is near and the trade is demanding a clean grade of grains without any waste in it for their poultry, which the IMPROVED ECONOMY CRACKED CORN SEPARATOR will produce with the very least expense of operation.

This valuable machine not only produces all different grades needed, but it polishes and brightens each grade, adding to its appearance. Write for new catalogue giving full particulars and samples of work done on this machine.

Note copies of letters from firms who have found this valuable machine both a money-maker and a business getter. Could show many more of the same kind from both Canada and the U. S., but space prevents.

Herein please find check for Economy Cracked Corn Grader which we are well pleased with. It does all you claim for it. Respectfully yours,  
John Hill, Taylorsville, Ind.

The Economy Cracked Corn Separator and Grader is all O. K. She is a dandy and does all you claim for it. Could not get along without it. Yours truly,  
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The Economy Cracked Corn Separator and Grader is giving good satisfaction.  
Bennett Milling Co., Geneva, Ill.

We are getting good results with the Economy Cracked Corn Separator and Grader.  
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Enclosed find check for Economy Cracked Corn Separator and Grader. We got the machine set up last week and it does good work.  
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What the Economy does for the above firms it will do for others. People will raise poultry, and the grains for producing the kind of feeds they demand may be raised in fields around your elevator or mill. Keep your trade by supplying what they demand, and install the ECONOMY CRACKED CORN SEPARATOR AND GRADER.

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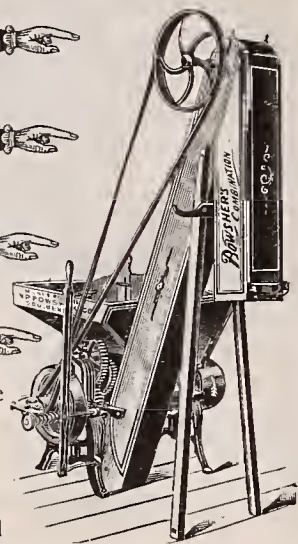
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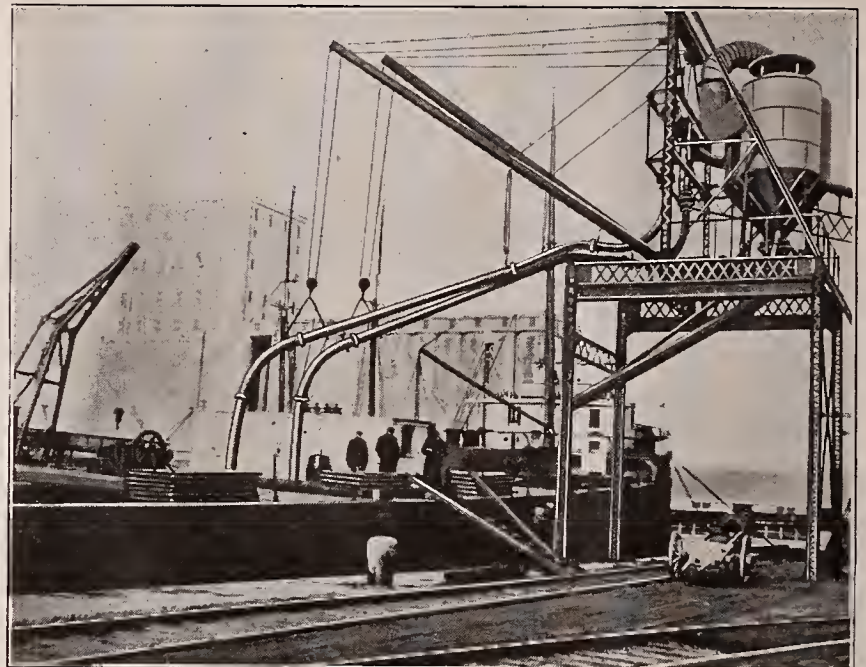
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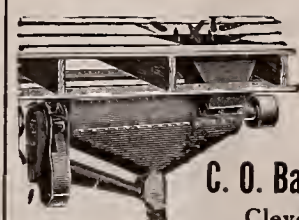
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will mean larger dividends for you during 1917  
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Is the testimony of the Atlanta Milling Co.  
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It saves the Millers by enabling them to get  
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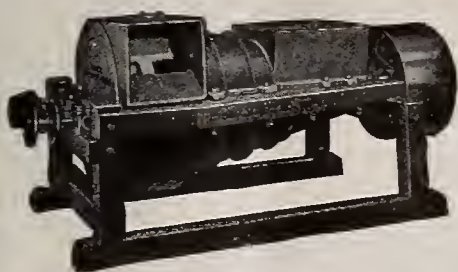
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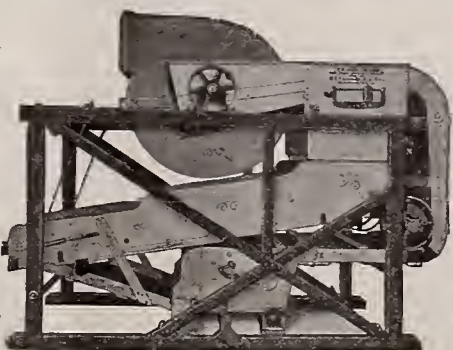
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In continuous flow, or on the sepa-  
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air and clean and condition grain, with no  
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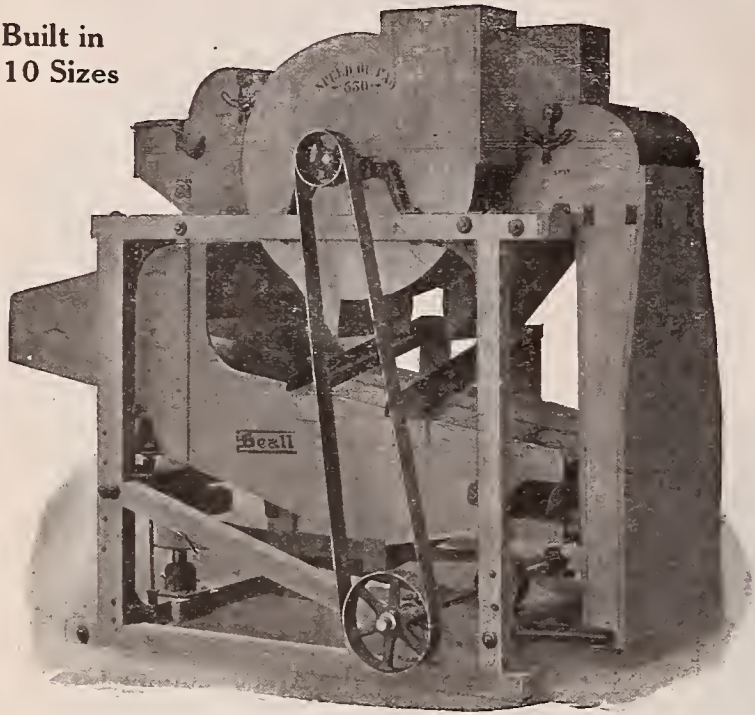
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Built in  
10 Sizes



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**Beall**  
THE MARK OF QUALITY

## Rotating Warehouse and Elevator Separator

A Prominent Grain Elevator Operator of the Great State of Ohio,  
Says: Under Date of November, 1914.

Versailles, Ohio, Nov. 19, 1914.

Gentlemen:

I installed one of your No. 5 Beall Rotating Corn, Oats and Wheat Cleaners in my elevator in 1906 and have used same continuously, and after EIGHT years of splendid service it is doing its work as thorough as when installed. From an economical standpoint I doubt if it has an equal, as all the repairs placed upon it in that time of service was a new screen put in this fall, which cost about \$1.00. I can recommend the Beall to the most critical purchaser.

Respectfully yours, W. C. HILE, Versailles, Ohio.

The Beall Rotating Warehouse and Elevator Separator is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.

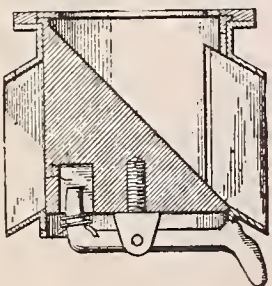
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.

A BEALL BOOK FOR YOU. Write for our interesting booklet on grain cleaning and the "New Beall Separator." It will prove a source of profit to you

— Your copy is ready. Write for it to day —

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**Decatur, Illinois, U.S.A.**



### The Only No Leak, No Stick Steel Grain Valve on the Market

This valve or turn head throws the grain, flour or feed four different ways, is only eight inches in diameter and thirteen inches long and doesn't lose but three inches from inlet to discharge. Is easy to install and has connections for spouting. Is self-locking, and operating lever acts as indicator, always pointing in the direction valve is set, and can be operated at valve or by extra attachments from any floor in the mill or elevator. Furthermore, it is so cheap, sanitary and serviceable that you cannot afford to use a wooden valve. This size will carry from six to eight hundred bushels of grain per hour.

Manufactured by

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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors.

*Dear Mr. Grain Dealer:—*

You can do your bit toward increasing farm field yields, improving quality, hastening maturity, and decreasing the growing costs of all crops grown in your vicinity by pushing the sale of

# Armour's Fertilizers

It is a logical product for you to handle.

The fertilizer problem is a feeding problem as is stock feeding. Plants must be well fed to be fat. Food must be at hand. Plant feeding comes first—and cheapens stock feeding—and people feeding. Increased yields decrease growing costs. Proper corn plant feeding hastens maturity, avoids frost damage and avoids soft corn losses. Fertilized meadows double their yields.

Armour's Farm Bureau in charge of Dr. R. J. H. DeLoach, former Director of the Georgia Experiment Station, is at your service.

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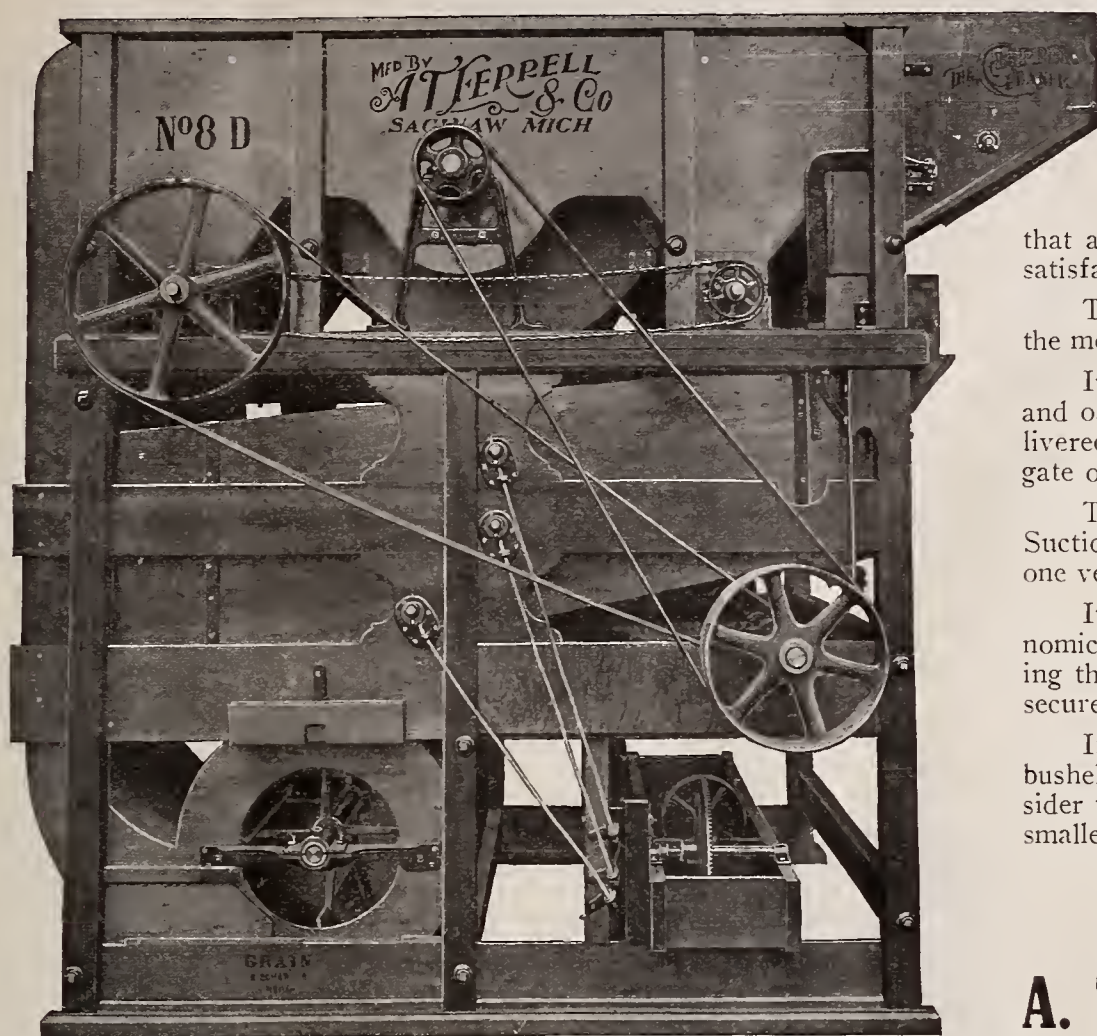
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# The No. 8-D "CLIPPER" Double Suction Grain Cleaner



THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

*Write for circular giving full particulars,  
price and discount.*

**A. T. FERRELL & CO., SAGINAW MICHIGAN**

## THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



Outside view of Ellis Drying Plant installed for Swift & Company, Chicago

### A Rare Combination

A rare combination of characteristics is possessed by *The Ellis Continuous Feed Grain Drier*. We refer to the exclusive Double Pressure Air Application, Woven Wire Cloth Construction, Gravity Continuous Feed, and Return Air System. Each of these features possess sheer merit and deserve your consideration.

### The Ellis Drier Company

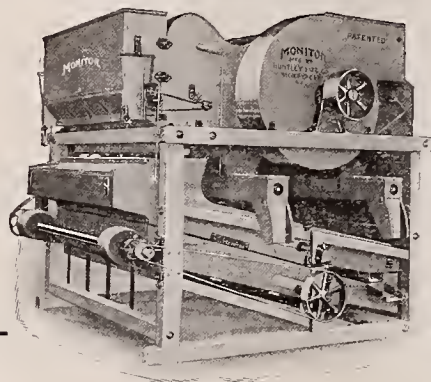
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GRAIN  
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OAT  
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**Monitor****America's Master Cleaner**

Patented.

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Based on performance in a majority of the largest, most modernly equipped Elevators in the World—based on service rendered in hundreds of elevators that are “small” only by comparison with the aforesaid gigantic houses—it has been *conclusively demonstrated* that the satisfyingly simple operation, unfailing dependability, unequalled efficiency and extraordinary economy of the “Monitor” Automatic Receiving Cleaner establishes new, high standards in all-around elevator cleaning service. Today, as for several years, this *exclusive* design of “Monitor” dominates the critical buying Cleaner trade by sheer force of its wonderful record in service where *nothing but the best* will suffice. Fifteen minutes with our literature, free on request, explains the difference between the “Monitor”—the widely and conclusively proven best in Cleaners—and others. It’s an interesting subject to live grain dealers confronted today with more serious cleaning problems than ever before—and worse to come.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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VOL. XXXV.

CHICAGO, ILLINOIS, FEBRUARY 15, 1917

No. 8

## The New Wichita Terminal Elevator

BY HENRY LASSEN

President of the Wichita Terminal Elevator Company

**A**LTHOUGH an elevator of large capacity at Wichita, Kan., had been talked of for many years, and its necessity keenly realized by the grain trade generally and the milling concerns particularly, no definite action was taken in the matter until last spring. There are five large mills in Wichita and a number in the tributary territory, namely two at Arkansas City, three at Wellington, one at Halsted, and one at Newton. During certain times in the season, when wheat was not moving freely, all these mills were forced to buy at Kansas City and pay freight to Kansas City and back, which was rather an expensive procedure from a milling standpoint.

To overcome the disadvantage under which we were laboring, the writer urged his milling friends, Messrs. Carl B. Warkentin, Newton, Kan., L. R. Hurd, Wichita, Andrew Hunt and C. H. Searing, Arkansas City, George Hunter, Wellington, and J. H. McNair, Halsted, to associate themselves

with the enterprise. It was agreed at the first meeting when the project was discussed, that it was an excellent one and should prove a paying proposition and all concerned expressed themselves as willing to assume a share of the cost. A company was immediately formed with a capitalization of \$300,000, the various milling interests taking the major portion of the stock, and the balance being quickly subscribed by others in the immediate vicinity.

With the financial arrangements satisfactorily concluded and a site purchased the next problem was to find someone to design and build the elevator. After a thorough investigation it was finally decided to employ John S. Metcalf Company of Chicago, to prepare complete working drawings and to let the contract for construction to the lowest competitive bidder on these plans, who could furnish satisfactory bond for the completion of his contract. All of this accomplished, the build-

ing contract was awarded to Lehrack Contracting & Engineering Company at Kansas City, Mo., and actual work was started late in September. The John S. Metcalf Company was also retained as supervising engineers for the entire work and we are not alone pleased with the excellence of the drawings furnished, but also with the manner in which the company has handled the work generally, the owners having been relieved entirely of the usual burden of detail.

It is anticipated that the elevator will be completed by July 1, in readiness for the 1917 crop. It is located in the center of a 16-acre tract and has the best terminal railroad facilities; five different railroads having access to the elevator. Four tracks leading to the elevator are owned by the company. These tracks provide ample facilities for the rapid handling of grain, as the elevator can receive 100 cars and ship 100 cars each day, should it become necessary to take care of so many.



NEW WICHITA TERMINAL ELEVATOR AT WICHITA, KAN.  
After Plans by John S. Metcalf Company of Chicago.



## The Grain Trade Answers the Call

Leaders in the Grain Trade Voice the Sentiments of all Dealers in Their Expressions of Patriotism—Grain Exchanges Take Action in Crisis.

The plant consists of working house, storage annex, transformer house and track shed, and will have a capacity of slightly over 1,000,000 bushels of grain.

The working house is of reinforced concrete with foundation slab resting on wooden piles and occupies a ground space of 85 feet 2 inches by 43 feet 2 inches. The building is 171 feet high and is equipped with two receiving legs, one shipping leg, two cleaner legs and one clipper leg. The cleaning machines, two No. 11 Monitor Separators, and one No. 37 Eureka Oat Clipper, are located in the first story. The bins are square in construction and have a capacity of 145,000 bushels.

The track shed over two tracks is 83 feet long and 35 feet wide and in construction is of structural steel frame with concrete roof and siding of galvanized corrugated iron. The receiving pits or hoppers are four in number, each pair being served by a 36-inch belt conveyor delivering grain to the two receiving legs. Two car loading spouts are provided and located between the two tracks so that cars can be loaded on either or both. On the opposite side of the working house two additional car loading spouts are provided to serve one track used only for shipping.

The storage annex consists of 27 circular concrete tanks 25 feet in diameter and 16 interspace bins all 85 feet high; their combined capacity being 925,000 bushels. The cupola over the storage bins, also of concrete, houses two 36-inch belt conveyors each equipped with a two pulley tripper. Grain may be drawn from storage bins by three 32-inch belt conveyors delivering to receiving and shipping legs.

The entire plant is electrically operated by unit motors. The transformer house, also of concrete, contains a switchboard, three 125 K. V. A. transformers and two 7½ K. W. transformers for lighting service. The electrical equipment is being supplied by the General Electric Company. The Weller Manufacturing Company of Chicago, is furnishing the major part of the machinery.

### AN INSULT TO TEXAS DEALERS

The Texas Grain Dealers' Association is very much interested in the bill which was introduced in the Legislature of that state by W. E. Pope of Corpus Christi, and reported favorably by the House Committee on State Affairs, providing for the grading, measuring or weighing of grain and other farm products. Its provisions are far reaching as will be seen by its text, part of which is as follows:

Section 1. If any commission merchant, grain dealer, cotton buyer, warehouseman, purchaser, carrier, weigher, grader, classer, or the agent or representative of either, or any other person, his agent or representative, to whom is entrusted the measuring, counting, carrying, weighing, grading or classing of any oil, cotton, wool, sugar, hides, wood, coal, grain, livestock, fruits, vegetables, farm products or other thing, \* \* \* shall negligently, wilfully, fraudulently or falsely measure, count, weigh, grade or class any such \* \* \* or having correctly measured, counted, weighed, graded or classed any such \* \* \* but shall render, make, keep, furnish, certify to sign, report or enter or cause to be entered, an incorrect measure, count, weight, grade or class of same, shall be fined not less than \$10 nor more than \$1,000, nor less than one day, nor more than 30 days in the county jail, or by both fine and imprisonment, and each such incorrect measure, count, weight, grade or class, so rendered, made, kept, furnished or certified to, signed, reported or entered, or caused to be entered, shall constitute a separate offense.

Section 4. The fact that there is now no proper protection to the producer against the frauds and devices of unscrupulous commission merchants, grain dealers, cotton buyers, warehousemen, purchasers, carriers, weighers, graders and classers, and the time for marketing fruits, vegetables and farm products and livestock has arrived, creates an emergency and an imperative public necessity that the constitutional rule requiring bills to be read on three several days be suspended and that this Act take effect and be in force from and after its passage, and it is so enacted.

It is no doubt comforting to Texas grain dealers to know that they are not the only "unscrupulous" persons in the state, in the opinion of Mr. Pope, and if his "opinions" are as correct as his judgment and good sense then our Texas friends may feel complimented indeed.

**I**N RESPONSE to an inquiry as to the effect upon the grain trade of severance of diplomatic relations with Germany, the leaders of the trade express what we feel sure is the united sentiment, answering loyalty and a high quality of optimistic patriotism.

W. O. Timmerman  
President Minneapolis Chamber of Commerce.

Replying to your favor of the 5th, I would not hazard a guess as to the future trend of grain prices. Our best bankers have all testified as to the financial strength of the country, and I do not believe there is any danger of a financial panic in the event of war with Germany. I think, however, that all grain dealers should go very carefully, not taking unnecessary risks. Do not look for exorbitant profits and you probably will not find dangerous losses.

We have intrusted our national and international affairs with President Wilson, and should back him up in whatever he does.

Our motto should be: "Our country first, last, and all the time."

J. O. Ballard  
President St. Louis Merchants Exchange.

The crisis with Germany has demonstrated American characteristics of which we may be proud. Nothing but a calm, cool, patriotic demeanor has been evident anywhere and the utmost consideration has been shown German subjects in this country.

It has only been natural for prominent houses in the grain trade to advise caution and follow their own advice. Speculative interests are now very reluctant about advising commitments either way. As usual, speculation has acted as a balance wheel, and it was most remarkable that following the decline in stocks, cotton and grain of February 1, February 2, and early February 3, that it happened there was a substantial recovery during the session of the latter day, immediately after announcement had been made that diplomatic relations between the United States and Germany had been broken off; in other words, the matter had been discounted before it actually happened, and, as is always the case, there were investors to take hold when prices had been depressed to a point that made them look attractive.

Looking into the future, conditions are such that producers of grain may expect an extraordinary demand and high prices for the 1917 and 1918 crops, even should war cease in the immediate future; and any break brought about by peace would undoubtedly be short-lived. Those who look for liberal shipments from Russia would undoubtedly be disappointed, while the demand from the rest of Europe would be enormous. European requirements of all grains are so urgent at the present time that means undoubtedly will be provided for taking liberal quantities from this country, regardless of submarine warfare. It may be necessary to collect a number of loaded vessels from time to time and convoy them with torpedo boats or vessels of a similar class. Should hostilities be declared between Germany and the United States, shipping might be facilitated, as merchant vessels would then probably be permitted to come and go from our ports fully armed, and American war vessels could be used for convoying.

W. S. Washer  
President Atchison Board of Trade.

The grain men of the nation, being loyal Americans, will, of course, support any action the wisdom of the President may dictate in the present national crisis. This is no time for politics, partisanship or un-Americanism.

The grain trade will prove an important factor in the mobilization of the nation's industries in the supply of food stuffs. War conditions should make for higher prices. A standing army of one or two million men will mean a decreased production and a larger increased consumption. There is a vast wastage in providing food for an army.

H. D. Yoder  
President Topeka Board of Trade.

All good citizens of the U. S. A. must approve of the long-suffering patience of our President before breaking diplomatic intercourse.

The immediate effect upon the market is recent history. The future effect upon the financial and commercial interests of this country is difficult to forecast. There is, however, manifest a confidence that the participation of the U. S. A. in this war will be solely for humanitarianism or altruistic reasons and for the protection of our citizens and their interests, based solely upon right thinking and right doing.

The demand for the grain and foodstuffs of the North American Continent will be stimulated rather than restricted, and we may expect that the law of supply and demand will be asserted. All foodstuffs are probably worth the prices quoted today.

Should concentrated government buying continue, the effect will be to advance prices still further.

The outlook for the fall-sown wheat in the U. S. A.

is not promising at this time, due to lack of moisture and unfavorable weather.

E. A. Fitzgerald  
President Cincinnati Grain and Hay Exchange.

In answer to your letter of the 5th inst., I would say that President Wilson will find the grain trade as a body to be most loyal citizens and will be willing to back his future action without criticism.

I am hopeful, of course, that the President may find some honorable way of preventing war, but as long as the affairs of the country remain in their present state, we will have unsettled markets with more or less uncertainty and unrest, which will mean additional risk to all handlers of cash grain, and it seems to me that the time has come when commission merchants, track bidders and country dealers should take steps to see that they are better paid for their services and additional risks, and by all means, see that any advance in the rate of commission or brokerage be made uniform throughout the country.

M. L. Jenks  
President Duluth Board of Trade.

I think I am safe in saying that the large majority of the grain trade agree with you, that they are American citizens, and would do their duty in backing up the President of the United States in protecting their interests everywhere.

As regards the effect it may have on the grain business, that is a secondary matter, and has not been discussed here at all.

J. W. Young  
President Toledo Produce Exchange.

Our members are heartily in sympathy with the President, and are ready to back him up in anything he does.

This is no time for party differences, and we are inclined to think that our neighbors feel like the writer—that is, we do not know what party we belong to.

E. C. Eikenberry  
President Grain Dealers National Association.

The most patriotic attributes the grain trade can exhibit in this crisis are a cool head and conservative spirit. The preservation of the solidity of the business of the nation is of utmost importance. Events up to this writing are without significance relative to the domestic situation; should actual hostilities ensue such facilities and such knowledge as the trade possesses that may be of service to the country will doubtless be placed at its disposition.

In an extremity the grain trade will be found capable of performing its function efficiently and the President will have the loyal support of no higher type of citizenship than that prevailing among the men who traffic in grain and grain products.

The Grain Exchanges of the country are solidly back of the President in whatever course his judgment may dictate. In Cincinnati at a meeting of the Board of Directors of the Chamber of Commerce on February 6, the following resolutions were adopted:

Whereas, the President of the United States has advised Congress and the people of this country that he has severed all diplomatic relations with the German Empire; therefore be it

Resolved, by the board of directors of the Cincinnati Chamber of Commerce and Merchants' Exchange, that we hereby endorse and support the position taken by the President of the United States, and we pledge him our fullest and most loyal support; and be it further

Resolved, that a copy of these resolutions be sent to the President of the United States and the senators from Ohio and to the members of Congress from this district.

There is no doubt about the attitude of the Memphis Merchants Exchange although no formal resolution has been passed. Secretary N. S. Graves writes as follows:

I read your esteemed favor of the 5th to a meeting of the members this morning and was requested to say that this organization is fully cognizant of the crisis that confronts the nation and is quite ready to co-operate with the President and do anything necessary when the time comes. As yet it has taken no formal action because it has not seen the necessity for doing so. However, should President Wilson issue a call, this body, as well as the citizens of this town and state, will support him to the fullest extent.

Mr. J. B. Horton, of Messrs. J. B. Horton & Co., has applied for a commission in the United States army. He and Captain John D. Martin, a leading young attorney of this city, have taken the preliminary steps towards raising a regiment.

You probably know that Tennessee is called the "Volunteer State," and I wish to assure you that should war be declared against Germany the reputation of this state will be fully maintained.

Hurrah for Old Glory! Long may she wave o'er the land of the free and the home of the brave!



The Boston Chamber of Commerce immediately upon the break of diplomatic relations with Germany sent President Wilson, and all members of his Cabinet, the following dispatch:

The Boston Chamber of Commerce tenders its services in any way that may be of benefit to the nation. It may be counted upon to perform any work within its power that may be assigned to it. It earnestly desires direction from you as to how it can best serve.

The Chamber has also offered its services to the Governor of the state in any way that it can be of service in the present crisis.

At a meeting of the Philadelphia Commercial Exchange on February 9, the following was unanimously adopted:

After exhausting the resources of diplomacy in an effort to avert war, the President has now taken the only course consistent with national self-respect.

War with Germany will not ensue unless the Imperial German Government knowingly violates well settled principles of international law and violates them with intent definitely hostile to the United States. In that event war will inevitably follow, not by our own act, but through the deliberate choice of the German Government.

If any honest doubt exists respecting the cause of war in Europe, the awful responsibility for extending it to this hemisphere will rest upon Germany and upon Germany alone.

It is the sincere and earnest desire of the members of the Commercial Exchange of Philadelphia that the Great Ruler of the Universe shall so direct the affairs of nations that peace shall be restored to the world, and that the Government of the United States shall be kept at peace with all the nations of the world. But realizing the necessity for the President's action if the honor and freedom of the nation is to be preserved, and as an expression of our confidence in the Executive and Congress to direct aright the affairs of our beloved country in this crisis, we desire to give public expression to such convictions as those which we now solemnly record:

First, that the act of the Executive in severing diplomatic relations with Germany is one to be approved and commended by all who have the best interests of the United States at heart.

Second, that the German declaration of January 31, 1917, represents an unjustified and unjustifiable attempt to destroy the freedom of the sea and to abridge the commercial liberty guaranteed to us by established law and custom and that if the Government of the United States were to acquiesce therein such action would be resented by all good citizens as in the highest degree pusillanimous and as altogether inconsistent with the spirit and traditions of a free people.

Third, that the President will be justified in recommending to Congress such measures as may be deemed necessary to protect life, liberty and property, and that it is our duty and that of all loyal citizens to tender immediately to the Government all the service of which we are capable.

A copy of this minute is ordered to be transmitted to the President of the United States and to all members of Congress and the press.

In Chicago and in Milwaukee the flags over the grain exchanges were the first to be raised after the announcement from Washington was received, and everywhere the grain trade stands ready to bear its share of the civil and military travail which seems so imminent. So far as we have learned none of the other exchanges has taken formal action, but only because the directors believed such an expression of loyalty was to be taken for granted. This sentiment was voiced by Secretary James B. Hessong when he wrote: "It is needless to say that the President of the United States will have the support of the Baltimore Chamber of Commerce in upholding the honor of this country and its defence in event of war."

## RAILROAD RESPONSIBILITY

Communications relative to railroad difficulties which have appeared in recent issues of the "American Grain Trade" have aroused considerable interest. The following letter which was sent by Pittman & Harrison Company of Claremore, Okla., to the Corporation Commission of that state, touches upon a grievance which has been imposed by the roads on a great many receivers of wheat: Cars are held at intermediate points and are finally delivered at one time instead of at intervals. This throws the whole burden of delay responsibility on to the receiver. The letter is as follows:

We note with much interest that the demurrage

rates in the state of Oklahoma have been advanced, effective February 1.

With all of these advances on demurrage rates, covering both state and interstate shipments, it occurs to us that it is high time the shippers should have some recourse against the railroads and that they should be penalized for holding cars in transit an undue length of time. It seems that one of the main troubles at this time is with the railroads, by not handling the equipment they now have with sufficient promptness to get quick release of cars, as from our own experience during the past 90 days we find by reason of this delay that shipments that should come in to us in a scattered sort of way and commodities that have been bought with that end in view, arrive in train loads, we might say, which naturally works a hardship and forces the burden of demurrage on us, through absolutely no fault of ours or the shippers and the whole fault of the transportation company, either through an indifference, lack of proper motive power, or some other cause.

Assuming that the privilege of holding cars has been abused, why is it not timely that there should

## A MODERN OREGON ELEVATOR

The far West, in respect to type of elevators they are now building, is causing the East to sit up and take notice. Due to various causes, the methods of handling grain in the Pacific Coast states and adjacent thereto, have been rapidly changing the past few years. Vessels plying in coast wise trade, until recently, demanded sacked grain, but on account of the high prices of bags, bulk grain has succeeded, and is being handled instead of the sacked article. Therefore elevators to handle bulk grain have become necessary and are largely taking the place of the low, flat warehouses so common throughout the Western territory.

Just as soon as the farmer ranchmen of the West became cognizant of the changing conditions, they met the new situation with characteristic en-



A TYPICAL BURRELL-BUILT ELEVATOR AT CONDON, ORE.

be some arrangement whereby the railroads would be penalized for holding cars, or through inability to move cars from point of origin to destination, covering certain mileage within a certain period of time, without forcing the shipper to have to resort to courts for any measure of damages he might have to stand in this direction, and then meeting with very little success? We think it is time the shipping interest should take cognizance of this fact and urge some effort in this direction.

Following statistics, covering a few of the shipments moving in to us in the last 30 or 60 days, serve to illustrate difficulties we have been confronted with:

Shipment from western Oklahoma en route about 28 days, another 22 days.

Shipment from point in western Oklahoma, about 166 miles, 19 days. Another, about 180 miles, en route 40 days.

Shipment en route from Kansas point 23 days. Another 21 days.

Shipment from nearby point, 50 miles, en route 18 days. Another shipment from point about 80 miles distant, en route 30 days.

From the above it can readily be seen that the railroads are not the only ones that are being imposed upon.

terprise and energy. To these men it was a matter of instant decision to contract for concrete elevators at from \$15,000 to \$20,000 and holding from 75,000 to 100,000 bushels of grain. For the farmer ranchmen, in becoming grain dealers, proved themselves to be men of broad-gauge caliber. They built the best elevators obtainable, equipped them with cleaners and carefully graded their grain before sending it to market. They are now making a strong bid for Eastern trade with this splendid wheat, and barley which is said to be the finest in the world.

Our illustration shows one of these high grade elevators built at the close of last year by the Burrell Engineering & Construction Company of Chicago, for the Farmers' Co-operative and Supply Company of Condon, Ore. It has a capacity of 100,000 bushels of grain and is equipped with 2 legs, affording capacity of 1,500 bushels per hour, one Monitor Cleaner, automatic scale, and mod-



corn kerosene engine. It is typical of the 16 grain elevators which the Burrell Company constructed in that section last year and which resulted in the establishment by the firm of a Portland office for the convenience of its Western patrons. As the country is growing rapidly as a grain growing and forwarding center, it may be expected that the growth of these modern concrete houses in the West will steadily increase during the next few years.

AN OHIO HUSTLER

Joseph Poos, of Eaton, Ohio, believes in doing one thing at a time and doing that thing well. But like many other able men he has found out that the ordinary limitation of achievement is merely due to lack of energy, ambition and resourcefulness. Now as Mr. Poos lacks none of these things he has had the pleasure of watching the proceeds of a farm, converted into a run-down elevator, blossom out, under his careful administration, into a high grade modern house, and a varied supply business of large proportions.

He bought the Star Elevator at Eaton in 1912. A metal roof, 30-horsepower gas engine and two 10-horsepower motors, together with a readjustment of all the shafting, made of the rundown house a



STAR ELEVATOR, OWNED BY JOSEPH POOS, EATON, OHIO

good efficient elevator. The six bins were remodeled, bringing the capacity to 15,000 bushels. When this was done and the elevator began to show returns which warranted further expansion, he bought the lot south of the house and provided a building for a full line of cement, lime, plaster and fertilizer. Between this building and the elevator was built an overhead building for the storage of cobs, tankage, millfeed and other supplies which are elevated from cars by electric motor.

The next building added to the rapidly growing plant was one for hay, straw and sewer tile fittings. After this was in working order and paying its way, Mr. Poos devoted his attention to the north side of the elevator where he had purchased a lot. In a short time a coal yard of concrete blocks and cemented floor made its appearance. The yard has a capacity of 600 tons and like the other departments began paying for itself from the very start.

Even this was not enough to satisfy the ambition nor to fulfil the far-sighted judgment of the owner. In due time a complete and modern grocery and market was added to the plant so that every farmer coming to town can fill almost any requirement without moving off of Mr. Poos' plant.

Mr. Poos has found time during this period to care for his wife and three children who appear with him in the illustration, and he confesses to the ambition that some day over the plant will appear the sign, "Joseph Poos & Sons."

Tentative Wheat Grades

Discussion on Wheat Grades Opened by Secretary of Agriculture—Everyone Invited to Criticize or Suggest—Grades Announced are Not Final.

THE tentative wheat grades at last are announced by the Secretary of Agriculture. Warning is given that these grades are not official nor final, but are submitted as a basis for discussion at conferences held throughout the country. A hearing was held at New Orleans on February 5; at Fort Worth on February 7; at Denver on February 9; at San Francisco on February 12, and at Portland, Ore., on February 14 and 15. The dates for the remaining conferences are as follows:

February 16, beginning at 9:30 o'clock a. m., Seattle, Wash., Assembly Room, Chamber of Commerce.

February 17, beginning at 9:30 o'clock a. m., Spokane, Wash., Assembly Room, Chamber of Commerce.

February 20, beginning at 9:30 o'clock a. m., Fargo, N. D., Administration Bldg., Agricultural College.

February 21 and 22, beginning at 9:30 o'clock a. m., Minneapolis, Minn., Fifth Street Store, West Hotel.

February 23 and 24, beginning at 9:30 o'clock a. m., Chicago, Ill., Ft. Dearborn Hotel.

February 26 and 27, beginning at 9:30 o'clock a. m., Kansas City, Mo., Coates Hotel.

March 7, (Final Hearing) beginning at 10:30 o'clock, a. m., Washington, D. C., Room 43, U. S. National Museum.

The grades as announced are as follows:

Classes.	Subclasses.	Grades.
I. Hard red spring.	(a) Dark hard red spring	Nos. 1 to 5 inclusive and sample.
	(b) Hard red spring.	Nos. 1 to 5 inclusive and sample.
II. Durum	(a) Amber	Nos. 1 to 5 inclusive and sample.
	(b) Red	Nos. 1 to 5 inclusive and sample.
	(c) Mixed	Nos. 1 to 5 inclusive and sample.
III. Hard red winter.	(a) Dark hard red winter	Nos. 1 to 5 inclusive and sample.
	(b) Yellow hard red winter	Nos. 1 to 5 inclusive and sample.
	(c) Hard red winter.	Nos. 1 to 5 inclusive and sample.
IV. Soft red winter.		Nos. 1 to 5 inclusive and sample.
V. Common white.	(a) Hard white.	Nos. 1 to 5 inclusive and sample.
	(b) Soft white.	Nos. 1 to 5 inclusive and sample.
VI. White club.		Nos. 1 to 5 inclusive and sample.
VII. Mixed		Nos. 1 to 5 inclusive and sample.

When any grain, after the determination of "dock-

age" is found to contain more than 6 per cent of grain of a kind or kinds other than wheat, it shall not be classified as wheat.

Class I. Hard Red Spring Wheat.

This class includes all varieties of hard red spring wheat. Grain which, after the determination of dockage, consists of hard red spring wheat and more than 10 per cent of other wheat or wheats shall not be classified as hard red spring wheat.

(a) Dark Hard Red Spring Wheat.

This subclass includes hard red spring wheat of which 75 per cent or more of the wheat kernels are dark, hard, and vitreous.

(b) Hard Red Spring Wheat.

This subclass includes hard red spring wheat of which less than 75 per cent of the wheat kernels are dark, hard and vitreous.

Class II. Durum Wheat.

This class includes all varieties of durum wheat. Grain which, after determination of dockage, consists of durum wheat and more than 10 per cent of other wheat or wheats shall not be classified as durum wheat.

(a) Amber Durum.

This subclass includes durum wheat of which 90 per cent or more of the wheat kernels are amber or light colored.

(b) Red Durum.

This subclass includes durum wheat of which 90 per cent or more of the wheat kernels are red.

(c) Mixed Durum.

This subclass includes all mixtures of durum wheat not included in subclass (a) or subclass (b) of this class.

Class III. Hard Red Winter Wheat.

This class includes all varieties of hard red winter wheat. Grain which, after the determination of dockage, consists of hard red winter wheat and more than 10 per cent of other wheat or wheats shall not be classified as hard red winter wheat.

(a) Dark Hard Red Winter Wheat.

This subclass includes all dark hard red winter wheat of which 90 per cent or more of the wheat kernels are dark, hard and vitreous.

(b) Yellow Hard Red Winter Wheat.

This subclass includes all hard red winter wheat of which 75 per cent or more of the wheat kernels are yellow or mottled and starchy.

(3) Hard Red Winter Wheat.

This subclass includes all hard red winter wheat not included in either subclass (a) or (b) of this class.

Class IV. Soft Red Winter Wheat.

This class includes all varieties of soft red winter wheat and also red club wheat of the Pacific Northwest. Grain which, after the determination of dockage, consists of soft red winter wheat and more than 10 per cent of other wheat or wheats shall not be classified as soft red winter wheat.

Class V. Common White Wheat.

This class includes all varieties (except Sonora) of common white wheat, whether winter or spring grown. Grain which, after the determination of dockage, consists of common white wheat and more than 10 per cent of other wheat or wheats shall not be classified as common white wheat.

(a) Hard White Wheat.

This subclass includes Bluestem, Early Baart, Allen, Galgalos, Martin Amber, and other similar kinds of common white wheat, except those of soft, chalky texture.

(b) Soft White Wheat.

This subclass includes all common white wheat, except Sonora and the white club varieties and hybrids, not included in the subclass of hard white wheat, and also includes wheat of a soft, chalky texture of the kinds embraced in the subclass of hard white wheat.

Class VI. White Club Wheat.

This class includes all varieties and hybrids of white club wheat, and common white wheat of the variety known as Sonora. Grain which, after the determination of dockage, consists of white club wheat and more than 10 per cent of other wheat or wheats shall not be classified as white club wheat.

Class VII. Mixed Wheat.

This class includes any mixture of wheats not within any class from I to VI, inclusive.

Dockage.

Dockage includes foreign material such as sand, dirt, small weed seed, weed stems, chaff, straw, grains other than wheat, and undeveloped, shriveled, and small, broken pieces of wheat kernels, which readily can be removed from the wheat by the use of proper sieves, screens, or other practical means best suited to the character of foreign material present. The quantity of the dockage shall be calculated in terms of percentage based on the total weight of the grain including the dockage. The percentage of dockage so calculated shall be stated in terms of whole per cent and half per cent. A fraction of a per cent when equal to, or greater than, a half, shall be treated as a half, and



when less than a half it shall be disregarded. The percentage of dockage so determined and stated shall be added to the grade designation.

Percentages specified in the grade requirements in the proposed standards, except in the case of moisture, shall be ascertained by weight.

The percentage of moisture content in wheat shall be equivalent to that ascertained by the moisture tester and the method of use thereof described in Circular No. 72, and supplement thereto, issued by the United States Department of Agriculture, Bureau of Plant Industry.

The test weight per bushel involved in the determination of grade under the proposed standards shall be equivalent to that ascertained by the testing apparatus and the method of use thereof described in Bulletin No. 472, dated October 30, 1916, issued by the United States Department of Agriculture.

Inseparable foreign material includes all matter other than wheat remaining in the grain after dockage has been properly removed.

Mixed Wheat.

Mixed wheat shall be graded according to the grade requirements of the class of wheat which predominates over every other class in the mixture, and shall be given the grade designation, followed by the words "mixed wheat" and the names of the classes which compose the mixture, in the order of their predominance, but if the wheat of any class amounts to less than 10 per cent of the whole mixture, its name need not be stated. For example, soft red winter wheat meeting the requirements of grade No. 2 in all respects except that there is mixed with it 15 per cent of soft white wheat, would be designated as "No. 2 mixed wheat, soft red winter and soft white."

Garlicky Wheat.

All wheat containing garlic or wild onion bulblets shall be graded according to the grade requirements of the class to which it belongs, and there shall be added to its grade designation the word "garlicky," except that the maximum limit of moisture content for grades Nos. 2 and 3 shall be 14 per cent, for grade No. 4 shall be 15 per cent, and for grade No. 5 shall be 16 per cent, and that not more than one-fourth of the maximum per cent of inseparable foreign material specified for each numerical grade may consist of garlic or wild onion bulblets.

Smutty Wheat.

Smutty wheat shall be graded "sample grade, smutty," unless the quantity of smut in the wheat is ascertained by scouring, washing, or otherwise, in which case the loss in weight caused by the removal of the smut shall be known as "smut dockage." The quantity of smut dockage shall be calculated on the same basis and in the same manner as dockage, and the percentage of smut dockage, so determined and stated, shall be added to the grade designation. After the determination of dockage and smut dockage, the grain shall be graded according to the grade requirements of the class to which it belongs.

Treated Wheat.

Wheat which has been scoured, limed, washed, dried, or treated in any similar manner shall be graded according to the grade requirements of the class to which it belongs, and its grade designation shall be followed by a statement indicating the kind of treatment.

TENTATIVE GRADE REQUIREMENTS FOR HARD RED WINTER WHEAT

It will be noted that in the tentative basis for the proposed official grain standards of the United States wheat has been divided into classes, subclasses, and grades.

In the final draft each of the grades will be described in full instead of in the abbreviated and tabulated form given above. As an example only, and as a basis for discussion, a full description of the proposed grade requirements for subclass (a) of class III follows:

**No. 1 Dark hard red winter.**—Shall be cool and sweet, shall contain not more than 13 per cent of moisture, at least 95 per cent of sound, dark, hard, vitreous kernels exclusive of heat damaged or mahogany kernels, not more than five-tenths of 1 per cent of inseparable foreign material of which inseparable foreign material not more than one-half may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination, and not more than 2 per cent of wheats of other classes of which wheats or other classes not more than one-half may be common white, white club, or durum wheat either singly or in any combination; and shall weigh at least 61 pounds per Winchester bushel.

**No. 2. Dark hard red winter.**—Shall be cool and sweet, shall contain not more than 13 per cent of moisture, at least 90 per cent of sound, dark, hard, vitreous kernels, not more than 5 per cent of damaged kernels exclusive of heat damaged or mahogany kernels, not more than 1 per cent of inseparable foreign material of which inseparable foreign material not more than one-half may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination, and not more than 4 per cent of wheats of other classes of which wheats of other classes not more than one-half may be common white, white club, or durum wheat either singly or in any combination; and shall weigh at least 59 pounds per Winchester bushel.

TABLE I  
Synopsis of Grade Requirements for Class I, Hard Red Spring Wheat, Subclasses (A) Dark Hard Red Spring Wheat and (B) Hard Red Spring Wheat

Grade No.	Test Weight per Bushel not less than	Maximum limits of				
		Moisture Content	Wheats of other classes	Inseparable foreign material	Damaged Kernels	
					Total	May include heat damaged or mahogany
	Lbs.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
1	59	14	2	0.5	1	0.
2	57	14	4	1.	5	0.
3	55	14	6	2.	5	0.5
4	53	15	10	4.	10	1.
5	51	16	10	6.	15	3.

Sample Grade.—Hard red spring wheat that does not come within the requirements of any of the five numerical grades, or that is hot, fire-burned, infested with live weevil, or otherwise of distinctly low quality.

(a) Wheat of grades Nos. 1 to 4, inclusive, must be cool and sweet.

(b) Wheat of grade No. 5 may be musty or slightly sour, but must be cool.

(c) Of the wheats of other classes not more than one-half of the maximum limits specified for each numerical grade may consist of common white wheat, white club wheat, or durum wheat either singly or in any combination.

(d) Of inseparable foreign material not more than one-half of the maximum limits indicated for each numerical grade may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination.

TABLE II.  
Synopsis of Grade Requirements for Class II, Durum Wheat

Grade No.	Test Weight per Bushel not less than	Maximum limits of				
		Moisture Content	Wheats of other classes	Inseparable foreign material	Damaged Kernels	
					Total	May include heat damaged or mahogany
	Lbs.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
1	61	13	2	0.5	1	0.
2	59	13	4	1.	5	0.
3	57	13	6	2.	5	0.5
4	55	14	10	4.	10	1.
5	53	15	10	6.	15	3.

Sample Grade.—Durum wheat that does not come within the requirements of any of the five numerical grades, or that is hot, fire-burned, infested with live weevil, or otherwise of distinctly low quality.

(a) Wheat of grades Nos. 1 to 4, inclusive, must be cool and sweet.

(b) Wheat of grade No. 5 may be musty or slightly sour, but must be cool.

(c) Of the wheats of other classes not more than one-half of the maximum limits specified for each numerical grade may consist of common white wheat, white club wheat, or soft red winter wheat, either singly or in any combination.

(d) Of inseparable foreign material not more than one-half of the maximum limits specified for each numerical grade may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination.

TABLE III.  
Synopsis of Grade Requirements for Class III, Hard Red Winter Wheat, Subclasses (a) Dark Hard Red Winter Wheat, (b) Yellow Hard Red Winter Wheat, and (c) Hard Red Winter Wheat; Class IV, Soft Red Winter Wheat.

Grade No.	Test Weight per Bushel not less than	Maximum limits of				
		Moisture Content	Wheats of other classes	Inseparable foreign material	Damaged Kernels	
					Total	May include heat damaged or mahogany
	Lbs.	Per cent.	Per cent	Per cent.	Per cent.	Per cent.
1	61	13	2	0.5	1	0.
2	59	13	4	1.	5	0.
3	57	13	6	2.	5	0.5
4	55	14	10	4.	10	1.
5	53	15	10	6.	15	3.

Sample Grade.—Dark hard red winter wheat, yellow hard red winter wheat, hard red winter wheat, or soft red winter wheat, as the case may be, that does not come within the requirements of any of the five numerical grades, or that is hot, fire-burned, infested with live weevil, or otherwise of distinctly low quality.

(a) Wheat of grades Nos. 1 to 4, inclusive, must be cool and sweet.

(b) Wheat of grade No. 5 may be musty or slightly sour, but must be cool.

(c) In all three subclasses of hard red winter wheat not more than one-half of the maximum limit specified for wheat of other classes in each numerical grade may consist of common white wheat, white club wheat, or durum wheat, either singly or in any combination.

(d) In soft red winter wheat the maximum limit specified for wheats of other classes in each numerical grade may include not to exceed 1 per cent of durum wheat.

(e) Of inseparable foreign material not more than one-half of the maximum limits specified for each numerical grade may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination.

(f) Dark red winter wheat of grade No. 1 shall consist of not less than 95 per cent of dark, hard, vitreous kernels, and of other grades shall consist of not less than 90 per cent of dark, hard, vitreous kernels.

**No. 3. Dark hard red winter.**—Shall be cool and sweet, shall contain not more than 13 per cent of moisture, at least 90 per cent of sound, dark, hard vitreous kernels, not more than 5 per cent of damaged kernels of which damaged kernels not more than five-tenths of 1 per cent may be heat damaged or mahogany kernels, not more than 2 per cent of inseparable foreign material of which inseparable foreign material not more than one-half may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination, and not more than 6 per cent of

wheats of other classes of which wheats of other classes not more than one-half may be common white, white club, or durum wheat either singly or in any combination; and shall weigh at least 57 pounds per Winchester bushel.

**No. 4. Dark hard red winter.**—Shall be cool and sweet, shall contain not more than 14 per cent of moisture, at least 90 per cent of sound, dark, hard, vitreous kernels, not more than 10 per cent of damaged kernels of which damaged kernels not more than 1 per cent may be heat damaged or mahogany kernels,



TABLE IV.  
Synopsis of Grade Requirements for  
Class V, Common White Wheat,  
Subclasses (a) Hard White Wheat, and  
(b) Soft White Wheat;  
Class VI, White Club Wheat.

Grade No.	Test Weight per Bushel not less than	Maximum limits of				
		Moisture Content	Wheats of other classes	Inseparable foreign material	Damaged Kernels	
					Total	May include heat damaged or mahogany
	Lbs.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
1	60	13	2	0.5	1	0.
2	58	13	4	1.	5	0.
3	56	13	6	2.	5	0.5
4	54	14	10	4.	10	1.
5	52	15	10	6.	15	3.

Sample Grade.—Hard white wheat, soft white wheat, or white club wheat, as the case may be, that does not come within the requirements of any of the five numerical grades, or that is hot, fire-burned, infested with live weevil, or otherwise of distinctly low quality.  
(a) Wheat of grades Nos. 1 to 4, inclusive, must be cool and sweet.  
(b) Wheat of grade No. 5 may be musty or slightly sour, but must be cool.  
(c) Of wheats of other classes the maximum limits specified for each numerical grade may include not to exceed 1 per centum of durum wheat.

not more than 4 per cent of inseparable foreign material of which inseparable foreign material not more than one-half may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination, and not more than 10 per cent of wheats of other classes of which wheats of other classes not more than one-half may be common white, white club, or durum wheat either singly or in any combination; and shall weigh at least 55 pounds per Winchester bushel.

No. 5. Dark hard red winter.—Shall be cool, but may be musty or slightly sour, shall contain not more than 15 per cent of moisture, at least 90 per cent of sound, dark, hard, vitreous kernels, not more than 15 per cent of damaged kernels of which damaged kernels not more than 3 per cent may be heat damaged or mahogany kernels, not more than 6 per cent of inseparable foreign material of which inseparable foreign material not more than one-half may consist of kinghead, corn cockle, vetch, darnel, or wild rose, either singly or in any combination, and not more than 10 per cent of wheats of other classes of which wheats of other classes not more than one-half may be common white, white club, or durum wheat either singly or in any combination; and shall weigh at least 53 pounds per Winchester bushel.

Sample grade, dark hard red winter.—Shall be dark hard red winter wheat that does not come within the requirements of any of the five numerical grades, or that is hot, fire-burned, infested with live weevil, or otherwise of distinctly low quality.

GIVES LIMITATIONS STATUTE STRICT INTERPRETATION

BY SYDNEY A. HALE.

The strict interpretation to that section of the Act to Regulate Commerce which provides that all claims for the recovery of damages must be filed with the Interstate Commerce Commission within two years from the time the cause of action accrues heretofore given by the Commission has been further amplified by two late decisions. *Choctaw Lumber Company vs. Texas, Oklahoma & Eastern Railroad, et al.* [41 I. C. C., 615]; *Northern Lumber Company, et al., vs. Southern Railway, et al.* [41 I. C. C., 629].

The first case is directly connected with the famous tap line fight during which an effort was made to deny short lines affiliated with proprietary lumber companies divisions of joint through rates. During the pendency of those proceedings, the shipper paid the trunk line rate plus the local tap line charge. It contended that until the status of the particular tap line had been settled, no action for reparation because of the payment of the local, in addition to the trunk line rate, could have been successfully maintained.

To this the Commission answers: "The statute of limitations begins to run from the time when it becomes the duty of the carrier to collect its legally published rates. The provision of the statute is absolute and no act of this Commission could operate to extend the limitation period prescribed. Not only is the remedy barred after two years from the time the cause of action accrues, but the liability of the carriers is destroyed."

The second case involves a question of still more general interest. The gravamen of the complaint

was misrouting resulting in unreasonable charges. Subsequent to the payment of the rates attacked, defendants made certain refunds, but at a still later date again collected the amounts which they had refunded. The argument was therefore made that it would be inequitable to consider the statute as running from the date of the delivery of such shipments, but that the date of the second payments, i. e., when the refunds were returned to the carriers, should be the date that the cause of action accrued. That argument the Commission holds without merit and declares the claims are barred by the statute of limitations.

NEW ORLEANS PUBLIC ELEVATOR IN OPERATION

New Orleans' new public elevator, state-owned and operated, was put into operation on February 1, when one car of wheat from the Yukon (Okla.) Mill & Elevator Company, consigned to the C. B. Fox Company, was received. The big plant, erected at a total cost of \$1,500,000, while competing with privately owned elevators, will do so on a legitimate basis, as the tariffs generally in vogue will be observed.

Indications at the opening were that the elevator, which has a capacity of 1,023,000 bushels, would be tested at the outset. Several hundred cars were en route to New Orleans, and the latest German order, it was expected, would result in the grain going into the elevators rather than ships.

Attending the opening of the initial car of grain were the following: Charles F. Sanford, selected as superintendent in a competitive Civil Service examination; Henry Beelman, general foreman of the elevator; W. L. Richeson, chief grain inspector of the New Orleans Board of Trade and his assistant, George S. Colby, as well as John B. Sanford, secretary of the Grain Department of the Board; M. N. Sanford, superintendent for the Webster Manufacturing Company, of Tiffin, Ohio, whose equipment went into the plant; H. L. Daunoy, of the C. B. Fox Company, purchaser of the first car; R. C. Jordan, superintendent of the Illinois Central Elevator in New Orleans; George H. Davis and Gail H. Browne, of Ford, Bacon & Davis, engineers for the Board of Port Commissioners; A. M. Crain, M. Janse and E. T. Malloy, of Janse Brothers, Boomer, Crain & Howe, Detroit contractors, who built the elevator, and several members of the Dock Board.

The new plant is of steel and concrete throughout and no insurance will be carried, as it is regarded as fireproof. About 100 men will be employed. The plant will have a pneumatic suction system for unloading ships at the rate of 6,000 bushels an hour. It will have a daily unloading capacity of 160 cars a day, being able to handle eight cars every 30 minutes or 16 an hour. It can deliver 100,000 bushels an hour to one ship, or 25,000 an hour to four ships. Automatic steam shovels are used for unloading.

Charles F. Sanford, the superintendent, has been with the Texas Pacific's West Wego elevator and also was employed at the Stuyvesant Dock of the Illinois Central, as well as with the New Orleans Board of Trade. Mr. Beelman, general foreman, spent 17 years with the Texas Pacific and was for six years with the Illinois Central's Stuyvesant Dock.

A TEXAS ELEVATOR AND MILL COMBINED

J. F. Johnson resides in Glazier, Texas, a town of 500 people, situated in a very fine hard wheat section. He is owner of elevator and electric light plant, all located in building shown below, which is a frame, galvanized iron structure.

Two years ago, Mr. Johnson installed a 50-barrel American (Midget) Marvel Mill, made by the Arglo-American Mill Company, Owensboro, Ky., using a 50-horsepower oil engine to operate elevator, electric light plant and mill, with all cleaning machinery and accessories.

Mr. Johnson is very proud of his installation and of his miller who, he claims, is producing a barrel of perfect flour from 4 bushels and 30 pounds of wheat.

The quality of the flour has increased his busi-



ELEVATOR AND MILL OF J. F. JOHNSON, GLAZIER, TEXAS.

ness to the point where he is forced to operate 15 hours a day to supply the demand. Competition does not bother him. He assures us that the mill is a money-making as well as a flour-making machine—working splendidly in combination with elevator.

OREGON WANTS STATE GRADES

If a bill, recently introduced into the legislature of Oregon, becomes a law, and it has an excellent chance of early enactment, the state will have standards for grain, hay, rice, beans and other products, the grading and weighing of which will be done by the Public Service Commission. The bill also provides for public and terminal warehouses and management of them by the Commission.

Within the past two years the Pacific Northwest has been isolated from the primary grain producing area because of the long voyage around Cape Horn, but high ocean freight through the Canal during the war has made the region a sharp competitor of Eastern business by rail. The Southeast particularly has used vast quantities of Pacific Coast wheat which has frequently undersold the local or nearby product.

It is quite certain that Portland will have a terminal elevator in the near future and that bulk handling methods will entirely eliminate the sack from the Pacific trade.



# Missouri Dealers Meet at St. Joseph

## Uniform Trade Rules and Missouri Weighing Controversy Discussed at Length

### —State and Federal Officials Talk—New Secretary Elected

**A**SIDE from the excellent program presented at the third annual convention of the Missouri Grain Dealers' Association, the large attendance was chiefly interested in the opportunity for observing the progress of the St. Joseph Grain Exchange. This young organization is in a very thriving condition and will soon occupy its brand-new headquarters on the top floor of the Corby-Forsee Building. An extra floor was constructed on this building especially for the Grain Exchange and when completed will furnish facilities of which the Exchange members may well be proud. The Grain Exchange took entire charge of the entertainment features of the convention and made things "hum" all the time, so that no visitors complained of any dull moments.

#### OPENING SESSION

President J. L. Frederick called the first session to order at 10:30 a. m. Tuesday, January 30, in the Robidoux Hotel. After an invocation by Rev. J. E. Dillard a cordial address of welcome was delivered to the grain dealers by Hon. Elliot W. Marshall, Mayor of St. Joseph. He was followed by F. R. Warrick, president of the St. Joseph Grain Exchange, who in extending the greetings of the Exchange reviewed the rapid growth of that body since its formation about two years ago. He pointed out its close connection with the Missouri Grain Dealers' Association, both organizations being alike in that, though young in years, they refuse to remain in the infant class. Continuing, he said:

"The grain man is the biggest man in the country today. He is constantly in the limelight. Man must have bread, the necessity of which has been shown the last two years of the war. The grain man who takes the grain from the farmer and gives him a working margin of profit occupies a most important part in the affairs of present day business.

"This meeting gives us courage, knowing that you want us to co-operate with you in your business dealings and assure you that your Association will always be welcome to meet here."

Responding to the welcoming address, John O. Ballard, president of the St. Louis Merchants' Exchange, paid a fine tribute to St. Joseph's hospitality. He congratulated St. Joseph on the rapid strides it has made in the grain business, which has increased 100 per cent the last year, on its increased elevator storage capacity, its favorable transportation facilities, both river and rail. The Missouri grain dealers, he said, are sure to derive the same benefits from their Association that other state associations are now doing.

#### REPORT OF SECRETARY

Secretary J. A. Gunnell read his annual report showing that the Association was steadily growing, both in numbers and influence. The membership at the present time is 304, the new members received during the year numbering 31 and the withdrawals 12. Receipts from all sources amounted to \$4,653.83 and expenditures \$4,122.08, leaving a balance on hand of \$531.75. To this balance, however, must be added \$831 in outstanding dues and \$1,230 in outstanding advertising accounts, making a total surplus of \$2,592.75. This financial and membership report is rather remarkable considering the extreme youth of the Association, and Secretary Gunnell should be given full credit for his share in making the report possible.

Local meetings held in nearly every section of the state were, with few exceptions, well attended. In closing, the secretary stated that he would not be an applicant for re-election because of his other business connections and thanked the Association for its co-operation during his two-year tenure of office.

President Frederick followed with a very brief and informal address, reviewing the Association activities and expressing his gratification that St. Joseph had been chosen for the annual meeting. He then appointed the following committees:

RESOLUTIONS.—J. D. Mead, Eugene Smith and J. J. Culp.

AUDITING.—A. C. Harter, Erich Picker and A. G. Sullivan.

#### TUESDAY AFTERNOON SESSION

In the absence of Governor Frederick D. Gardner who was scheduled to deliver an address, Charles D. Morris, publisher of the *St. Joseph Gazette*, came to the rescue and spoke about the state of Missouri. He said that it was fifth in population and ninth in wealth. The state government is now handicapped by a deficit in the treasury. He added that ninety-seven counties receive more money from the state treasury than they pay, placing the burdens on municipalities. He concluded with the statement that he wanted equal taxation all over the state, educational work extended, constitution changed, and general welfare work improved and wanted the Missouri delegates to go home and induce their neighbors to help pass resolutions to secure these changes.

#### UNIFORM TRADE RULES

V. E. Butler of Indianapolis, Ind., delivered a lengthy but interesting address on "What Can Be Done to Make Trade Rules of Terminal Markets



PRESIDENT J. L. FREDERICK  
St. Joseph, Mo.

More Uniform?" He followed broad-gauge lines for some time, applying the doctrine of uniformity to business in general. Finally he narrowed it down to the grain trade and emphasized the confusion that now exists in many parts of the trade due to the lack of uniform trade rules. He said there was a semblance of uniformity in the rules of the Exchanges but not exact uniformity insofar as to specifically define the rights of non-members. Continuing, Mr. Butler said:

It would hardly be right for you as country shippers to ask for uniform rules governing transactions between members of Exchanges, but it is right that you ask for uniform rules governing your transactions with members of the Exchanges, and for rules that will give you proper protection within given limits, so that your rights in all matters of business transacted with members may be safeguarded.

The questions that you are interested in are arbitration, diversion of property, interest on advances, reporting of sales, principal, agent, and subsidiary companies, settlement of over or under deliveries, re-inspections, to arrive sales, seal record and car conditions, time of payment for grain, and authorization of contracts of corporations and co-partnerships.

The guarantee of grades for an indefinite length of time should not be demanded by receivers as it is in some markets. The length of time covering the guarantee should be regulated by the grade of grain

and the lower grades should carry a shorter time of guarantee than the better grades.

Consigned grain should allow every privilege for the buyer to ascertain its quality, etc., as it is placed on the open market for sale with no special contract between buyer or seller, having been entered into before its shipment to the market and longer periods of time should be granted for reinspection on account of the unknown relationships between buyer and seller.

On grains sold "to arrive" at any terminal market within any given length of time, where basis of trades are made, subject to inspection of the market, or on grains sold "to arrive" on the basis of type samples the shipper should not be required to guarantee grades beyond 24 hours from the time of its inspection, as he has complied with his part of the contract when he has made deliveries to the market designated with grain of the quality called for in his contract. The weighing of said grain is incidental, and has only to do with the final settlement of the contract. The shipment of such grain is covered by specific contract and the relationship between buyer and seller is a known element in the trade.

The practice of "plugging" cars should be stopped and penalties severe enough to put an end to it should be enforced at all terminal markets. The buyer of grain is entitled to receive such grade as he bargains for. However, the deciding factor in determining such questions should be some disinterested sampling department at the terminal.

In these times of car shortage and the resulting congestion at all points the shipper is liable to load cars too full for thorough inspection, and such cars so loaded should be given preference in unloading, so that thorough inspection can be made as soon as possible.

#### Handling Sample Grades

All "sample grades" of grain should be handled in one of two specific ways. First, sold subject to reinspection within 24 hours or, second, sold at a price not subject to reinspection at any time. Such grain is usually bought from the standpoint of speculation on the part of the buyers as to what use he can make of it, and the shipper should not be compelled to assume any part of the buyer's speculative interest after purchase.

The shipper of grain should have absolute control of his property and should determine where it should be weighed. However, he should not object to the weights of any recognized Board of Trade, state or disinterested weighing department, and if grain is diverted from points where such weights cannot be given, such diversion should be made only after he has given his consent in writing. It is now the practice of some markets to allow such diversion, without consent of the shipper, and they compel him to accept settlement upon such weights as they may furnish. The re-ordering of a car after its first order should constitute acceptance and relieve the original shipper from any liability of deterioration, etc.

All terminal markets should furnish a diagram inspection report of each car of grain received by or shipped from the terminal, showing condition of car and seal record, also any report of any apparent recent repairs made on the car and, if possible, the length of its delay at terminals on bad order tracks. The loss sustained through leakage and delay of cars is great and the Exchange should furnish all the evidence they can upon which a claim can be based.

All Exchanges recognize the right of arbitration between members, but many of them have no provision whereby a non-member can arbitrate any question arising from a transaction within the market. There should be provision made in all markets to arbitrate all questions between members and non-members incident to the purchase or sale of any commodity when the trade is made on a basis of weights, grades or terms established by rule of the market, or any trade made between a non-member and a member regardless of where delivery of property is made. The fees for such arbitration should be the same to both parties to the dispute.

#### Double Commissions.

It is the intent and purpose of all terminal markets that they be open and broad, and I believe they are. However, there has been much complaint by members of Exchanges acting as principal and agent in transactions, thereby receiving double commissions. Also complaint has been made that receivers sell their consignments to concerns in which they have an interest, and that such sales do not enter into a competitive market.

Quite a few of the markets have no rules governing these points—although in Omaha and Minneapolis they found it essential to have such a rule apply to cash grain. While a uniform rule covering this question would only affect members of Exchanges, it would appear to be fair and would do away with criticism and, undoubtedly, would make the market more competitive.

Many of the Exchanges of the country trade in futures and option contracts, which are used for hedging purposes by grain dealers and are also used for speculative purposes by speculators. In my travels over the country I have found many concerns that have sustained losses on account of speculations in these contracts by members of the firm, or managers, who made trades in the name of the company or firm



for speculative gain without being authorized so to do by their Board of Directors or other officers of the Company or other partners in the firm. The Omaha market recently instituted a future market and they have a rule that prevents any representative of a corporation making a trade for the corporation without filing written consent from its officers authorizing him to make trades for their account. This market is the only one in the country that I know of that has such a rule; although every market should have, and it should be extended to cover co-partnerships.

These are a few of the rules that it occurs to me should be made uniform, and to me they do not seem to be unreasonable. Undoubtedly, other changes can be suggested that will be of benefit to both the shipper and receiver.

Mr. Butler said that the first steps in securing uniform trade rules should be taken by the state associations. Every association should have a Terminal Market Rules Committee to study the different rules in effect and not the points where markets differed. Then they should be able to draft a rule covering the points of difference. A conference of all the committees should result in something tangible to be presented to the Trade Rules Committee of the Grain Dealers National Association.

C. D. Sturtevant, chairman of the Trade Rules Committee of the Grain Dealers National Association, was detained by business at Omaha, but sent a letter to Secretary Gunnell, calling attention to the action of the Council of Grain Exchanges at its last meeting. This instructed the Uniform Rules Committee of the Council to co-operate with the Trade Rules Committee of the Grain Dealers National Association in compiling a set of trade rules acceptable to both organizations. He believed this to be the first definite step on the road to uniform rules. He stated that many of the present trade rules of the National Association are now well established and no changes would be made in them. The joint committees will not endeavor to secure uniformity in the rules relating to 1. Interest; 2. Commissions; 3. Time of Re-inspection. These rules are subjects which lie within the powers of the Exchanges and it would be practically impossible to unify them. The two committees after agreeing on rules will make every effort to secure favorable action on them at the next annual conventions.

In reference to the trade rules, F. W. Warrick said that in many cases a small difference arises between a country shipper and a receiver and that the ideal way of settling this difference is to request arbitration.

## ORGANIZATION WORK

W. S. Washer, president of the Atchison Board of Trade, spoke on the "Value of Organization Work." He considered the greatest value to lie in the improvement in the personnel of the dealers. Twenty years ago a contract with a country shipper was a very dubious document. Today it is close to par as no association will countenance a contract-jumper or defaulter. He advocated a nation-wide grain credit bureau to be conducted by the Grain Dealers' National Association or Council of Grain Exchanges. He emphasized the personal element, the value of mutual acquaintance entering into association work, and the way that co-operation removes the harsh friction of unfair and wasteful competition. Mutual confidence is also inspired of the arbitration feature in taking care of disputes.

W. W. Pollock of Mexico, Mo., started a lively discussion on the question of supervision of weighing of grain at terminal markets by anyone else than the state weighers under the State Warehouse Commissioner, according to the Missouri statutes. He believed that the country shippers do not object to the fees charged at terminal markets for this service and that the state should not object.

Secretary Gunnell referred to the St. Louis Merchants Exchange being prohibited by court decisions from supervising the weighing of grain. This work however was still done pending an appeal to the United States Supreme Court.

President Ballard of St. Louis Merchants Exchange defended their action by stating that supervision of weighing of grain commenced 15 or 16 years ago at the urgent request of the country shipper and that the charge of 35 to 50 cents has caused a deficit of thousands of dollars in the Exchange treasury.

James T. Bradshaw, State Warehouse Commis-

sioner, said he was surprised that such law-abiding citizens should question the opinion of the Supreme Court of Missouri which sustained the law providing for one charge only for weighing. He added that St. Joseph grain receivers were advertising that one charge for weighing was made there and that if the state department was incompetent it should be discarded. But it had been created to serve all the shippers and not only a part of them.

G. A. Stibbens attacked the Missouri statute and said that 95 per cent of the country shippers of Missouri want their weighing done by Exchange weighers and not by state weighers. Further discussion by members emphasized the truth of this statement.

John Dower, head of the Weighing Bureau of the St. Louis Merchants Exchange, stated that no trouble had ever been experienced in Illinois where a law has long been in existence similar to that under which the Merchants Exchange is now being prosecuted.

Secretary Gunnell stated that he had sent out inquiries to more than 500 shippers and so far had



DOUGLAS L. BOYER  
Newly-Elected Secretary.

received only one complaint against the Merchants Exchange Weighing Bureau.

Upon motion a Special Legislative Committee was appointed to draft a substitute for Section 63 in the present state weighing law, consisting of J. J. Culp, W. W. Pollock, O. A. Talbot, J. D. Mead and F. W. Eggers.

J. C. Lutes of Grant City suggested a law to be passed by the legislature favoring state scale inspection.

A discussion followed in which the disadvantages of such a law were pointed out and no action was taken by the convention. However, J. J. Culp suggested that Mr. Lutes buy the best scale obtainable and install it under roof with a good foundation. A charge of \$3.50 by an incompetent state employee for inspecting a scale according to the Iowa law was unsatisfactory.

Mr. Bradshaw then asked the opinion of the Missouri shippers about an amendment he asked the Attorney General to write requiring that all grain consigned to a market be weighed there, obviating destination weights which are unsatisfactory.

It was argued that while destination weights were unreliable it was better to take these (destination) weights than to pay demurrage charges on account of congestion at terminal elevators and no action was taken by the convention. Adjournment for the day followed.

## WEDNESDAY MORNING SESSION

W. G. C. Kenyon, traffic commissioner of the St. Joseph Commerce Club, replaced A. T. Aikens who was unable to attend and spoke on "The Relation of the Railroads to the Grain Trade" as follows:

The relation of the railroads to the grain trade should be most cordial. A grain man is the best friend that the railroad has. He is the only cus-

tommer that loads cars to capacity. In fact the railroads have got to put a mark on the inside of the car to keep him from loading to the roof. In the distribution of tonnage upon all the railroads of the nation, more than 10 per cent of the total tonnage is the product of agriculture. Of all the raw material that is manufactured there is but 15 per cent of the total tonnage and the item of merchandise only runs 2.6 per cent and the various items making up miscellaneous tonnage runs about the same figure. The product of animals, for which special train service is afforded, only runs 2½ per cent, so it can be readily seen the relation of the grain trade to the total business of the railroads is a vast volume.

The equipment of the railroads of the United States runs about 10 cars to the mile and of the 2,500,000 cars, consisting of box, flat, stock, tank, refrigerator and other cars, more than 1,000,000 cars are classified as box, in which moves manufactures, merchandise, miscellaneous, and many forest products, as well as grain.

There are about 8,000 miles of railway track in the state of Missouri, and in the western section of the United States, covering 74 per cent of the entire area, there are 140,000 miles of single track and in this territory is transported 27 per cent of all the tonnage.

## A Bouquet to the Railroads.

The railroads have been striving to their utmost to carry the products of this vast region with a limited car capacity, brought about in part by lack of capital to increase car purchases, as well as to provide for additional track and terminal facilities, and an unprejudiced person must accord to the railroads a measure of praise for the efforts they continually put forth to move the business of the Western Empire, and in the stress of daily business we are inclined to criticize our railroad friends. In their efforts to increase revenue they have at times advanced rates without notice to us, and we have been inclined to feel that it was without warrant, but wherever the rates were equitable and reasonable we have not been inclined to protest. Many annoyances come up where additional charges are imposed and various devices are resorted to to increase railroad earnings and without full knowledge of the situation we are inclined to think that the railroads at times are putting on more than the traffic will bear; and when patience ceases to be a virtue we are constrained to move for a suspension of rates and the burden heretofore has been upon the shipper to justify his contention. The relations between railroads and the grain dealer are, however, becoming closer as the business is mutual in character.

One of the duties of a traffic manager of a commercial body is to bring the shipper and the railroad into closer relationship, and to smooth out little differences as they occur in daily life. It is the little things that worry. The big things will take care of themselves.

A great deal of good can be accomplished if the shipper in ordering cars will order what he actually requires and will load the cars to their capacity. A dispatcher on a line is informed as to the extent of the business of a local shipper and where such shipper orders at any one time more cars than the dispatcher knows he can use he "gets in bad" with the dispatcher, who in turn is inclined to favor the man who orders what he wants and loads promptly. It has been the disposition of some shippers to short-haul the initial road. If the shipper will give the initial line the long haul on the business it will be of great benefit to him, because the initial line wants to get as large a revenue out of the movement as possible, but the railroad must comply with the shipper's order as to routing, and when cars are ordered for a particular destination it is bad policy, after the cars are received, to divert them to other parts of the country. A little forethought on the part of the shipper will be of direct benefit to him in his relations with the carrier. I know this from personal experience because I have been on both sides of the fence.

## Government Ownership Favored.

There was a time when the railroad was of great assistance to the grain dealer. It was the practice of the railroads to erect elevators along their lines and lease them a dollar per year to a good grain man, but along comes the Interstate Commerce gentleman who says to the railroads, "You cannot do this any longer, you must charge a rate of interest on the actual investment you have in the property." It is hard enough for the grain man to get money with which to do his actual grain business without tying his funds up in elevator property, and I have lately seen a statement made by Mr. Warrick, suggesting that the Government should erect, equip and maintain grain elevators at the various ports of the United States, so as to relieve the congestion of cars at terminals which necessarily have to be used as warehouses until they can be unloaded into elevators at ship side. This would be a grand plan, and why should not the Government do it? It is now spending more than \$30,000,000 putting in dams in the Ohio River so as to provide a channel through which shall pass barges loaded with coal from the Pittsburgh district, and these barges are broken up and the lumber sold at destination because there is no return haul to be had.

Let us get a little closer to the railroad man and see if we cannot help him to lessen his labor and his





F. R. WARRICK  
President St. Joseph Grain Exchange.

troubles and I am sure that he will reciprocate to the fullest possible extent. We must have his co-operation and I am satisfied from my personal acquaintance with railroad people in all parts of the United States that they stand ready to meet us half way—at least 50-50.

Hon. Jewell Mayes, secretary of the Missouri State Board of Agriculture, was scheduled to talk on "Better Seeding and Better Grain for Missouri." He was unable to be present but was represented by D. A. McKee, field man for the State Board of Agriculture.

Mr. McKee said that every farmer in the State of Missouri and the grain belt should know some system that will make him a successful farmer. He should know the growth of varieties of grain depends upon the climatic condition and that some wheat for moisture is more prolific than others and be guarded against the wily and crafty advertiser who sells wheat from the catacombs of Rome and the Pyramids of Egypt.

He emphasized the fact that no man is better qualified to give counsel to the farmer on dependable grain than the grain man and every commercial club in every city should have an agricultural committee with a grain dealer as chairman. He is the man interested in the crops which causes him to be interested in good seed grain and proper seeding. He stated that brewers often superintend the raising of barley and that there was a time when the grain dealer took interest in telling the farmer whether grain should be drilled or scattered broadcast.

W. S. McCaul, traffic attorney of Kansas City, gave an interesting talk on the Missouri rate situation and the proposed rate increase and recommended a Legal Committee for the Association. The convention then took a recess for lunch.

#### WEDNESDAY AFTERNOON SESSION

Charles Quinn, secretary of the Grain Dealers National Association, told the convention what the National Association is doing for the benefit of the trade.

He stated that the national body is different from the other national or state associations as it follows a definite plan and policies that they peruse and are not looking for sensational publicity.

He said that there were 1054 direct members and eight state associations affiliated, there being only one association, the Northwestern Grain Dealers Association, which has not yet joined.

He pointed out that the Grain Dealers National Association had no jurisdiction over state weighing or inspection and reviewed the Pomerene Law and pending legislation.

He referred to the increased export rates to take effect February 10 and stated that the Association filed a protest with the commissioners against the decision which covered all previous contracts made under the present tariff. He stated that the Associa-

tion employed Mr. Butler to modify the rules of the different exchanges, some of which had rules 25 years old and are now working with the Council of Grain Exchanges to make rules uniform and hoped to do as much to secure uniform trade rules as they did to secure uniform grade rules.

#### GRAIN STANDARDS ACT

E. L. Morris, Federal Grain Supervisor of Kansas City, represented Chas. D. Brand, chief of Office of Markets and Rural Organizations, Washington, D. C., who could not attend, and read an address on "The Grain Standards Act and Its Application." He reviewed the different sections of the Act which are familiar to our readers, and concluded by asking all dealers to co-operate with the Department by referring to it all problems so that the officials may know the different points of view and may work out equitable solutions.

At this time State Warehouse Commissioner Bradshaw took the floor and delivered a formal address on the "Missouri State Inspection Department." He stated that the law was established over 25 years ago and gives the state as fine an inspection and weighing department as any state in the Union. With Mr. Gilmartin at St. Louis, Mr. Fears at Kansas City and Mr. Winn at St. Joseph supervising the state weighing and inspection of grain he has tried to make the service as efficient and meritorious as can be made.

He added that the state inspection is supported by fees, and as a surplus is now on hand which is absorbed by the state treasury he should like to have the fees reduced. He also stated that grain unloaded at Kansas City, Kan., if reloaded and delivered at Kansas City, Mo., the inspection fee of 50 cents should be cut off. He also formed the rule at St. Louis which provides that samples of corn taken from cars may be delivered on change the day following the arrival of cars allowing proper time for inspection.

#### REPORTS OF COMMITTEES

A. C. Harter, chairman of the Auditing Committee, reported that the books of the Association were in good shape.

Cecil Wayland, chairman of the Weights Committee, reported that a tentative agreement had been made with the railroads to inspect scales in Missouri for a nominal fee, which the railroads later repudiated. The committee refused to consider it further.

C. O. Morton, chairman of the Transportation Committee, sent his report to Secretary Gunnell in which he stated that Missouri shippers were paying higher rates in proportion to the haul than neighboring states. Since the Association was now



J. W. CRAVER  
Treasurer St. Joseph Grain Exchange.

strong enough it should make a test case of some particularly striking example.

J. J. Culp, chairman of the Legislative Committee, said that a great deal of work had been done in co-operation with the secretary and the Transportation Committee. He also outlined very briefly some important cases before the state legislature relative to double weighing charges, demurrage and freight rates, all of which had previously been discussed by the convention.

J. D. Mead, chairman of the Arbitration Committee, reported that the committee had had an easy time, no new cases having been presented during the year.

#### RESOLUTIONS

Resolutions were presented by the Resolutions Committee, and adopted, recommending correction of legislation tending to create double inspection; endorsing the movement for uniform trade rules; urging legislation to permit specifying of adequate weighing facilities under the Pomerene law; asking certain Exchanges to amend by-laws so as to permit receivers to join Missouri association; endorsing the grain trade papers; thanking the St. Joseph Grain Exchange for its hospitality.

#### ELECTION OF OFFICERS

The Nominations Committee presented the following list of officers for the coming year, and they were elected without dissenting vote:

President, J. L. Frederick, St. Joseph; vice-president, J. S. Klingenberg, Concordia; treasurer, W. W. Pollock, Mexico.

Directors: (2-year-term) W. H. Hurley, Clinton; J. J. Culp, Warrensburg; Cecil Wayland, Carrollton; W. W. Pollock, Mexico; H. F. Leet, Marysville; (1-year-term) J. W. Boyd, Joplin.

Before adjourning a recess was declared and the new Board of Directors held a meeting at which the resignation of Secretary Gunnell was accepted and Assistant Secretary Douglas L. Boyer, elected to fill the vacancy. Mr. Gunnell recently entered the grain business at St. Joseph, but has been serving as secretary until a successor could be appointed. A vote of thanks was given him for the valuable services he performed during his incumbency of the secretaryship.

The convention then adjourned *sine die*.

#### ENTERTAINMENT FEATURES

The St. Joseph Grain Exchange who had entire charge of the entertainment arranged for a splendid banquet held in the main dining room of the Robidoux Hotel. The delegates were later entertained with singing and dancing in the banquet rooms by the Oscar Dane Amusement Company of St. Louis, engaged especially for this evening.

The ladies were also loyally entertained with a reception in the parlors of the Robidoux, luncheon and dinner at the hotel and Elk's Club and theater parties in the afternoon and evening.



HOME OF ST. JOSEPH GRAIN EXCHANGE  
An Additional Floor Now Being Constructed on This Building Will Be the Permanent Headquarters of the Exchange.





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## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, FEBRUARY 15, 1917

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

## A QUESTION OF FACT

NATURAL shrinkage of grain in transit has been prominently before the trade since the Interstate Commerce Commission handed down its decision in the case of A. B. Crouch Grain Company vs. the Atchison, Topeka & Santa Fe Railway Company, in which it was held that deductions of one-quarter of 1 per cent for corn and one-eighth of 1 per cent for other grains was not unreasonable. The Council of Grain Exchanges and the Grain Dealers National Association promptly took steps to have the matter adjudicated in the courts, but in the meantime the Commission of their own motion reheard the Crouch case and have now rendered another decision upholding their former ruling in every particular. The points of objection to the first decision were as follows:

1. The carriers by arbitrarily deducting a fixed amount for natural shrinkage thereby seek to limit their liability in violation of the Act to Regulate Commerce and amendments thereof; 2. It is in effect an arbitrary determination in advance by the carrier of a disputed question of fact; 3. It amounts to the taking of property without due process of law.

¶ In answering the first complaint the Commission held that the "limitation is not against losses caused by the carrier or its connections, but rather against liability for losses due to the inherent nature of the commodities themselves and attributable to no human agency." The second complaint was answered by reference to various state laws which provide that a railroad shall be deemed to have delivered the whole amount of grain in a car if the shrinkage shall not exceed one-fourth of 1 per cent. The third complaint

was summarily dismissed with the reassertion: "that the rule assailed was not shown to be unreasonable." ¶ The whole weight of the decision rests upon the question of fact. The conditions which determine the fact are so many and so varied that a general rule governing all cases cannot but work great injustice in a great many cases and arbitrarily fixes a tax of \$2.50 on every car shipped, and where grain actually takes on weight, as undoubtedly happens in many instances, the tax would be greater. A Federal court in Nebraska has made a ruling which makes the law inoperative there and it is hoped that the Supreme Court will uphold the decision.

## UNITED

WE DO NOT believe that we have any readers who are German. We have many, no doubt, who are of German parentage, some who were born in Germany, and who voluntarily left that country for the larger opportunities and greater liberty of America. But in the present crisis we are all united Americans, loyal to the stars and stripes and to President Wilson who, pray God, may be wisely guided through the difficulties and dangers that confront us. ¶ The grain trade is faced with uncertainties and trials. Upon its shoulders rest a large responsibility and obligation, and whatever shall be in store our country must come first and personal considerations must give way to the needs and best interests of the nation. ¶ As a neutral paper we have refrained from comment upon the war except as it has been of incidental interest to the trade. If the United States shall be called upon as an active participant every dealer, every citizen will be effected by each new development and we shall respond to the wish of our readers for a more intimate view of the international situation.

## THE NEW WHEAT GRADES

EVEN the serious political news of the month cannot lessen the interest of the trade in the tentative wheat grades which were announced on January 5 and which appear on another page of this issue. For purposes of grading, wheat is divided into seven classes with 10 sub-classes, all of which are graded No. 1 to 5 with an additional sample grade. ¶ It was to be expected that no basis for wheat grades could be suggested without objections from some members of the trade, but on the whole the objections which have been advanced in the hearings that have been held have been so fairly met by Dr. Duvel and his assistants that it is probable that the grades will be officially promulgated, perhaps on April 1, with little change. ¶ One note is aimed at improvement of wheat conditions at the source: "When any grain, after the determination of 'dockage,' is found to contain more than 6 per cent of grain of a kind or kinds other than wheat, it shall not be classed as wheat." Rye and oat wheat mixtures which have been so difficult to handle satisfactorily as between farmer and country shipper, are thus made outcast and the shipper is in a much stronger position to insist on better agricultural practice. The pro-

vision for smutty wheat will also tend to improve farm methods and will hasten the day of universal formaldehyde treatment of seed, for millers will not be inclined to accept the dockage basis as determined by weight loss in scouring and washing, so that all smutty wheat will find its way to sample grade where it really belongs.

## TEXAS IN LINE

THERE has been introduced into the state legislature of Texas a seed law which has every prospect of being enacted into law and bringing the commonwealth into that progressive group that have sought means to protect the purity of their agricultural products. The enormous losses of our grain and forage crops due to the ravages of weed and to mixtures, leaves no sentiment but approval from anyone who has any interest in agricultural prosperity and advancement and the various agencies which handle the nation's grains. ¶ Some objection to the law has been raised by grain dealers, as it threatens to cut from the seed trade all dealers who are not specially equipped to clean seed to the required purity. For the good of the trade all such dealers should be disqualified. The dissemination of impure seed is too serious a matter to allow the convenience of certain individuals to be made an objection to the law. No one recognizes better than the grain trade the difficulty of handling mixed grain, nor of finding a market at any price for mixtures which, separately, would bring good prices. Every grain dealer as well as every honest seed man should welcome laws aimed to produce more grain.

## CANADIAN HOSPITAL ELEVATORS CRIPPLED

REGULATIONS governing terminal elevators in Canada are much more severe than are imposed in this country. Operators are not allowed to buy or sell grain held in their houses nor are they allowed to mix grades. Their whole source of income is derived from storage charges. To take care of an obvious need there sprang up at terminal points private houses which were termed "hospital" elevators, for the reason that damaged grain was handled through them and put into a marketable condition. The status of these elevators was undefined. They were at terminal points and so were technically "terminal" elevators within the meaning of the Grain Act, but many of them had no storage facilities and the owners dealt in the commodities they handled. Besides damaged grain, they handled mixed grain and dirty grain, which by separation and mixing was raised in grade. This is a perfectly legitimate function of an elevator and is practiced in all the markets of this country. ¶ But the Canadian Grain Commission have decreed otherwise. On January 5 a blanket order was sent to all hospital elevators in the Dominion, ordering that on and after February 1, 1917, they would be prohibited from mixing or blending grades in their elevators under the penalty of suspension of license. ¶ The result will be that large quantities of Canadian grain will be diverted to this coun-



EDITORIAL  
MENTION

try, Duluth and Superior being the chief beneficiaries. ¶ For many years the practice of mixing grades has been attacked in this country. Shippers hold that terminal houses take an unfair advantage of the trade by juggling line grades to their own profit. Because more high grade grain is shipped out of an elevator than is received, agitators have cried out against dishonest inspection. But the injustice of most of these claims is obvious when the result of cleaning wheat is witnessed or the effect of mixing superior No. 2 wheat with a line grade No. 3 is understood. On the whole the terminal elevators in this country and in Canada have performed a valuable service in putting millions of bushels of dirty grain into a condition for immediate commercial use. ¶ However, there are two factors which, without legislation, are gradually bound to distribute the profits from this service: Farmers are being taught the value of delivering clean grain. This has already been demonstrated with corn and will be further shown as other grains are officially graded; and, secondly, country elevators are learning the value of cleaning and drying equipment and will themselves do the work and extract the profit that they have hitherto passed on to the terminals.

## A CORNER IN TERMS

BECAUSE the percentage of moisture content is a part of the corn grades as established by the Government, does that give the Department of Agriculture a monopoly of the use of percentages in describing corn? This, in effect, was the question asked of the Department by a buyer who designated 17½ per cent in his bids for corn, with a discount system for higher moisture content. In his answer, which merely expressed the opinion of his office, Chief Charles J. Brand stated that this designation constituted a system of grading and, as such, was unlaful. The decision is not final and is subject to the interpretation of the courts. Such interpretation will have to be made on several points which have been or will be raised. ¶ To bid only for the grades defined by the Secretary of Agriculture in the case cited might easily restrict trading to a hurtful extent. The rapidly spreading use of the moisture tester by shippers makes the designation of moisture content the most exact and convenient way to describe grain even where there is no intent to formulate a system of grades. It is merely a legitimate contract specification. Mr. Brand has impressed the trade with his obvious desire for fairness, but bureaucratic administration, since the beginning of time, has tended to restrict business by unessential technicalities and there is always a danger in prolonged microscopic vision even for the most broad-minded men.

In spite of the fact that Government grades of wheat will probably be in effect before the next spring crop moves, solons in Minnesota still insist on setting up grades of their own, which wouldn't be worth the paper they are written on for practical purposes.

Montana and Canada will be called upon to furnish much of the spring wheat seed this year. Many farmers have withdrawn their objection to the Canadian duty now that they are the ones that have to pay it.

With a winter wheat acreage nearly a million larger than last year and with a lack of moisture over most of the area the outlook for July is far from promising, for some of the wheat went to sleep in a rather spindly condition and fly and bug are promised in considerable quantities.

The Canadian Government has closed down work on the Welland Ship Canal until after the war. This will give a good start to the enlarged Erie Canal, for it is certain that much of our Northwest grain will pass direct to foreign ports when the northern route is opened.

Reports from authentic sources show that empty cars are being carried east of Chicago and that many empties are shipped from the Seaboard, West, when volumes of freight are crying to be carried in both directions. How is this for efficiency. Would an elevator refuse grain with empty bins waiting?

North Dakota legislators are considering a bill for compulsory crop rotation. As farmers so largely control the law making in that state we may look for some unusual legislation. A crop rotation bill would be a good thing. If it had been passed years ago we might not have seen such marked deterioration in our spring wheats.

Final Government reports on the 1916 crops show a yield considerably under the five year average, 1910-14, except in oats and rye. The comparative figures are: wheat 639,886,000 bushels, against 728,225,000 the average; corn 2,583,241,000 bushels, against 2,732,457,000 bushels; oats 1,521,992,000 bushels, against 1,157,961,000 bushels; barley 180,972,000, against 186,208,000 bushels; rye 47,383,000, against 37,568,000 bushels.

Heaven help us! Congressman Young of North Dakota would have a mill laboratory at Washington similar to that of Dr. E. F. Ladd at Fargo, and would formulate the wheat grades according to the records of the mill. If the Washington experiment produced as wild and wierd results and conclusions as Dr. Ladd gets out of his, the grade numbers might as well be put in a hat and the inspector draw one for each car of wheat examined.

Argentine is a country, comparatively undeveloped, but of the same general character as ours. While we are prosperous they are in the midst of a severe financial depression. Lack of shipping facilities has much to do with it and we would be in similar case if ocean tonnage should suddenly be denied us.

No national project is of more importance to the grain trade than our mercantile marine. Give it encouragement at every gathering of grain men.

The injunction sought by the Chicago Board of Trade to prevent the collection of back taxes by the Government was not granted by the United States District Court, but Judge E. A. Evans allowed an appeal to be taken, fixing the bonds at \$50,000 and giving 20 days in which to file. Subsequently a number of traders decided not to fight further and paid up the tax claims. The final decision hinges upon the question as to whether or not transfers and scratch sales are bona fide transactions within the meaning of the Revenue Act of 1914.

Secretary E. J. Smiley of the Kansas Grain Dealers' Association threatens injunction proceedings if the plan of State Grain Inspector George B. Ross should be carried through. Mr. Ross proposes to turn the receipts from inspection into the state treasury, which would make the Grain Inspection Law practically a revenue bill as the Department is about \$80,000 to the good now. This is not the worst feature of Mr. Ross' plan, for in addition it imposes a tax on a special industry. Any industrial tax is bad, but a specialized tax is unthinkable.

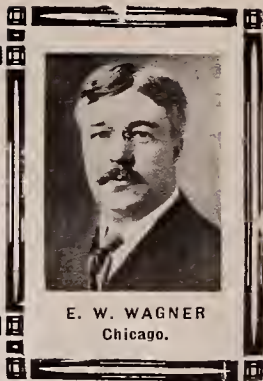
Following the lead of North Dakota, South Dakota legislators have passed a bill providing for a committee to investigate the advisability of a constitutional amendment permitting the state to establish elevators. In Wisconsin also, H. O. Kent of Milwaukee has introduced a bill providing for state-owned elevators and storage plants. But Minnesota has gone one better: Six members of the Grain Committee of the House have memorialized Congress, urging the Federal Government to take over all terminal elevators, and to establish and maintain elevators at all railroad and marine terminals where grain is handled. These measures are all doomed to bring up at that barrier which nobody has had the courage to climb, complete socialization of the state.

Probably the most aggravating and expensive form of oppression to which grain dealers of any state are subjected, is the multiple inspection nuisance as practiced in Kansas. Under the state law any car of grain which is stopped at a point at which there is a state inspector or deputy may be inspected. The owner or consignee is given an inspection certificate, but the car moves on without notation or mark to show it has been inspected and the process is repeated at every inspection point until it reaches its destination. Secretary Smiley suggests legislative remedy, but as the trouble is the result of official stupidity and lack of organization and efficiency in the inspection department, it would seem that remedy could be reached more directly. Individually Kansas inspectors may be efficient (they will have to be when they are working under Government supervision), but collectively the department seems to lack several essentials that make for success.



J. F. RYLEY  
Baltimore.

# NEWS OF THE TERMINAL MARKETS

E. W. WAGNER  
Chicago.

## STATE SEEKS TO ENGAGE IN GRAIN BUSINESS

Assemblyman Kent of Milwaukee, Wis., has introduced a bill in the state legislature of Wisconsin, which would amend the state constitution and give the state power to acquire, construct and operate grain elevators and storage plants.

## PEORIA MAINTAINS CORN PLACE

The receipts of corn at Peoria, Ill., have been running very large for some time past making necessary an increase of the inspection force to care for it. The local industries have been constantly in the market in a broad way for all corn offered and as a rule good premiums have been offered. Peoria was second only to Chicago in the amount of corn handled during 1916.

## ELECTION AT BALTIMORE

The same officers will serve the Baltimore Chamber of Commerce during the coming year as piloted its affairs during 1916, the recent annual meeting resulting in the re-election of the following: James C. Legg, president; Ferdinand A. Meyer, vice-president; James B. Hessong, secretary and treasurer. The Executive Committee is composed of John H. Gildea, Jr., chairman; John J. Snyder, vice-chairman; J. Barry Mahool, Jos. M. Warfield, A. R. Dennis.

## COMMERCIAL EXCHANGE ELECTS OFFICERS

At the annual meeting of the Commercial Exchange of Philadelphia, Pa., held late in January, the following officers were elected: President, Louis G. Graff; vice-president, C. Herbert Bell; treasurer, Jos. W. Beatty.

Directors for two-year terms: F. Marion Hall, Charles Hay, Horace Kolb, Philip R. Markley, Geo. C. Shane and W. S. Woodward. Among the topics of especial interest discussed at the meeting was the need of a floating grain elevator and new and larger grain elevator at Port Richmond.

## MONTREAL BOARD OF TRADE ELECTS

The annual general meeting of the Montreal Board of Trade of Montreal, Quebec, was held January 30. A satisfactory report was presented to the members and the following officers were elected: Z. Herbert, president; W. A. Black, vice-president; A. R. Doble, second vice-president; P. O. Gordon, treasurer.

Council: A. H. Dalrymple, W. A. Coates, J. Cleghorn, J. W. Pyke, G. Sumner, T. Williamson, A. Browning, W. E. Findlay, A. W. Gifford, D. Munroe, C. Riordan, J. C. Newman.

## TO ADVANCE GRAIN COMMISSIONS

At a meeting of the directors of the Chicago Board of Trade held February 7, President Jos. P. Griffin appointed committees to revise the commission rules for cash grain and grain futures. It was contended that advances were made necessary on account of the higher cost of doing business. A rate of \$10 per 5,000 bushels was suggested. A proposition will also be considered to place all trades in futures on a brokerage instead of salary basis.

The committee on cash grain is composed of W. N. Eckhardt, H. N. Sager, Adolph Kempner, L. S. Hoit, G. B. Van Ness. The committee in charge of rates for future delivery is made up of E. W.

Wagner, R. G. Chandler, L. F. Gates, R. W. McKinnon, S. P. Arnot, J. P. Molloy, Howard B. Jackson.

## DEATH OF JAMES A. EDWARDS

In the death of James A. Edwards which occurred in January, the Board of Trade of the city of Chicago lost one of its oldest members and the city itself, a leading and prominent citizen. Mr. Edwards established the grain commission firm of J. A. Edwards & Co. in 1875 and remained at its head until last April when he turned over the business to his two sons Kenneth P. and Donald Edwards. He was born at Baltimore, Md., in 1854 and re-



JAMES A. EDWARDS

moved to Chicago about 50 years ago. He had been a member of the Board since the year 1877.

Mr. Edwards was very much interested in Dutch art in the United States and his collection of paintings and etchings from The Netherlands was celebrated among art lovers everywhere. A short time before his death he wrote and published a brochure on Holland art, which he illustrated with examples from his collection of pictures.

His death came as the result of an operation in Johns Hopkins Hospital, Baltimore, where he had gone early in December. The funeral was held from the family residence at 5244 University Avenue. Mr. Edwards is survived by his widow and four children, Kenneth P., Donald, Margerie and Mrs. Fred A. Rogers of Indianapolis, Ind.

## WOULD CHANGE RATE MAKING POWER

The Milwaukee Chamber of Commerce of Milwaukee, Wis., recently adopted a resolution favoring the removal of the rate making power from the State Railroad Commission and placing it with the Interstate Commerce Commission. It assigns its reasons for the action that business throughout the country is well nigh paralyzed on account of lack of railway equipment and terminal facilities which is due in a great many instances to hostile legisla-

tion towards the railroads by the various states.

Adverse decisions by state commissions, it was also alleged, had so depleted the revenues of railroads and impaired their credit that they could not purchase the necessary equipment and terminal facilities to handle freight and passenger business in an economical and expeditious manner.

## BOARD OF TRADE IS PATRIOTIC

Trading was progressing in a lively manner in the wheat and corn pits of the Chicago Board of Trade on a recent morning and the cash tables were piled high with samples of grain offered for sale when suddenly a company of blue jackets from the Great Lakes Naval Station, parading in the loop to stimulate recruiting, marched in on the Exchange floor.

When the colors appeared grain deals were forgotten and the men in the grain pits left off everything to cheer wildly while the blue jackets went through a number of maneuvers on the floor of the Exchange. When the band played the "Star Spangled Banner" the traders sang and cheered and were still cheering when the company marched from the building.

## RAILROADS SHOULD CARE FOR MIDDLE WEST

Pope & Eckhardt Company of Chicago say in late market letter:

The hope that co-operation and the pressure by agents of British Government now here, on Eastern railroad officials, by reason of their interest in large quantities of grain bought in this country, will, with the help of the Western trade, mean a betterment in the railroad situation, has to some extent stimulated more confidence in values for grain here. If such a happy outcome is developed, it will mean that the Eastern roads must give less consideration to manufacturing interests in the East and apportion a percentage of their equipment to the Middle West territory, and come back to a realization that grain and its products are commodities that have always contributed largely to the railroad companies' revenues and prosperity, and cannot consistently and continually be ignored; and further that the large Western markets accumulating big stocks when the surplus is moving are justly entitled to the utmost consideration.

## CHANGES IN MEMBERSHIP

*Baltimore.*—New members admitted to the Chamber of Commerce are: Harry M. Wagner, Lewis Baulstein and C. Howard Lloyd. The membership of Finley Barrell has been transferred. Reported by Secretary Jas. B. Hessong.

*Chicago.*—The following were recently elected to membership on the Board of Trade: Robt. J. Kjarsgaard, Jesse Spalding, Wallace C. Winter, Alex Moore, Frank J. Garneau, Stephen A. Burke, Edw. E. Tanner, Jr., and Harold B. Johnson. The memberships of the following have been transferred: David R. Forgan, Jos. W. Seibel, Chas. Ziemann, Jos. J. Caren, Howard H. Hawks, Edw. L. Phelps, John A. Todd and Jas. M. Hall. Reported by Secretary J. C. F. Merrill.

*Duluth.*—Finley Barrell and A. D. Gutirrie have withdrawn their memberships on the Board of Trade. Reported by Secretary Chas. F. McDonald.

*Kansas City.*—Joseph W. Smith has been admitted to membership on the Board of Trade on the transfer of Stuart Logan; Cort Addison on the transfer of O. G. Benton, deceased. Reported by Secretary E. D. Bigelow.



**Milwaukee.**—Chas. J. Phalen and Jos. Simons are new members in the Chamber of Commerce. H. Clinton Case and Hubert Karl, Jr., have transferred their memberships. Reported by Secretary H. A. Plumb.

**Toledo.**—E. W. Wagner of Chicago, Ill., and U. W. Murphy, on the certificate of J. T. Mattimore, representing A. O. Slaughter & Co., of Chicago, have been admitted to the Produce Exchange. Reported by Secretary Archibald Gassaway.

## ATLANTA COMMERCIAL EXCHANGE GROWS

A year has shown that the Atlanta Commercial Exchange of Atlanta, Ga., was a much needed institution. Organized February 16, 1916, with 33 members, the limit of 150 membership has been reached and the stockholders at the recent first annual meeting authorized the issuing of 50 more shares of stock at \$150 per share. The price of the 150 shares already taken was \$25 per share. It is expected that memberships in the Atlanta Commercial Exchange will, in due course of time, be valuable.

Officers were chosen at the annual meeting as follows: E. P. McBurney, president; Frank Inman, first vice-president; W. L. Fair, second vice-president; A. P. Coles, third vice-president; H. E. Hawkins, treasurer; J. Hope Tigner, secretary and superintendent.

Directors are: J. R. Ellis, Jr., Robert A. Smythe, Geo. C. Spier, Wm. Butler, G. B. Scott, P. H. Lamar, E. P. McBurney, T. J. Burke, Clyde King, Joseph Gregg, S. A. Carter, F. U. Inman, J. H. Taylor, D. Ashcraft, E. C. Ponder.

## WHEAT NOT HIGH IN COMPARISON

Southworth's Weekly Market Review was sent from Toledo February 10 with cover page emblazoned with the stars and stripes swelling to the breeze. It said of wheat:

"What is U. S. exportable surplus? It may not be over 30,000,000 bushels. Probably all sold ahead. If it could be moved out, very high prices may result. Clearances slightly under 6,000,000 bushels this week.

"Are wheat prices high? Look at other commodities. Potatoes \$3. Cabbage \$10. Onion \$9. Beans \$11 bushel. Wheat at \$1.75 is cheapest food on the list. Prices are on war basis. All values are relative. Take a broad view of situation.

"Chance of war will continue unsettling factor. Otherwise prices subject to news of clearances—export demand—domestic rail situation. Daily fluctuations sensitive to submarine news. Expect wide swings. Reflect on markets of past few weeks. Keep amply protected. Accept profits when they arise. Bank accounts never swelled by paper profits."

## EASTERN CONDITIONS

L. W. Forbell & Co. of New York City say for week ending February 12: The arrivals of the past two weeks have included about half a million "bonded" oats, and our information is to the effect that receipts for the next 10 days or more will contain a fair proportion of Ex-lake Canadians that later will be exported. Sales to local dealers, while not in large volume, show a gratifying increase over the preceding week, and this is an indication that arrivals going directly into consumptive channels have been below requirements. The promised improvement in the railroad situation seems as far off as ever, and in addition to delays incident to the prevailing congestion, further difficulties were encountered by reason of the unusually severe cold weather.

There is no immediate prospect of a modification of embargoes, as all roads are refusing to issue shipping permits for points west of Buffalo or Pittsburgh. It is reported that on several occasions a large business was accomplished, but details are lacking. The action of the general market, however, would seem to confirm the statement. Spot offerings at all times were firmly held, while transactions were based on the highest premiums

yet obtained. The market closed strong at an advance of 3 to 3½ cents for the week, with a good inquiry for all qualities. Indications are for a continuance of a good spot demand with the maintenance of values at or near their present level.

## DEVELOPING A RAPIDLY GROWING BUSINESS

St. Joseph, Mo., is rapidly coming to the front as a terminal market, as its railroad connections are such that it is within easy and direct reach of all parts of the grain belt for receipts and of the entire country for distribution. Its consignment business has increased more rapidly since the opening of the Exchange than the most optimistic member thought possible and there is no reason why it should not continue to develop.

Among the leaders in the market is H. H. Savage who is in charge of the office of the Marshall Hall Grain Company. He has opened up new offices in the Corby-Forsee Building and a generous share of the consignments to the St. Joseph market are coming his way. He has developed a considerable business with the Southwestern markets, and his close connection with the St. Louis, Des Moines



H. H. SAVAGE

and Wichita offices of the firm gives him a strong strategic position in that territory.

Mr. Savage is a Virginian and 16 of his 38 years have been spent in the grain business. He has traveled through the entire grain belt in the interest of St. Louis grain firms and has also operated a country elevator so that his equipment for handling all business wisely and well is unexcelled.

## LONG SIDE BEST AT PRESENT

James Bennett & Co., Chicago, say for closing day of week ending February 12: The anticipated improvement in transportation and commandeering by British Government of many South American line boats to be used between U. S. and Europe were principle bullish factors in wheat. Sentiment decidedly more favorable to holders but purchases should be made only on the breaks with ample protection.

There was an excellent class of buying of corn with offerings light and mainly by local profit-takers and resting orders. Corn appears to be destined for much higher prices.

Very good class of buying of oats was in evidence during the greater part of the day with offerings light, mainly profit-taking sales and resting orders. Some damage to winter sown in the South with a better cash demand from that district were the stimulating influences. Cash demand for both domestic and foreign account good with country

offerings light and receipts small. Oats appear on an excellent investment basis and at present levels holders have little to fear.

## TERMINAL NOTES

The Riverhurst Grain Company is the name of a new concern recently incorporated at Winnipeg, Man.

W. S. Booth, until recently with W. L. Gregson & Co., of Chicago, is now connected with E. Lowitz & Co.

The Gunnell-Gillett Grain Company of St. Joseph, Mo., was recently incorporated with a capital stock of \$10,000.

Fields, Slaughter & Co. now have charge of the Sioux Falls branch of the Armour Grain Company of Chicago.

Bert A. Simpson has succeeded James M. Tutthill as manager of the Sioux Falls office of E. W. Wagner & Co., of Chicago.

J. F. Zahm & Co. of Toledo, Ohio, inclosed in their market letter of February 10 a patriotic poem by Wilbur D. Nesbit on "Your Flag and My Flag."

The Taylor & Bournique Company of Milwaukee, Wis., has opened an office in room 636 Chamber of Commerce Building, Buffalo, N. Y.

Thos. F. Knight has resigned as secretary of the Murphy Grain Company of Kansas City, Mo., to become office manager for M. J. Lane & Co.

D. V. Heck of the grain firm of Hardman & Heck, Pittsburg, Pa., left early in February on an extended trip to New Zealand and Australia.

The Liberty Grain Company, Ltd., of Winnipeg, Man., has been incorporated with a capital stock of \$10,000 to carry on a general grain business.

F. P. Manchester, secretary of the Omaha Grain Exchange, Omaha, Neb., has been granted an indefinite leave of absence owing to ill health.

Harry W. Richardson, a well known grain merchant of Kingston, Ont., recently received the appointment as member of the Canadian Senate.

Frank Driver, recently connected with the Burlington Railroad, has accepted the secretaryship of the Mid-West Grain Company of St. Joseph, Mo.

The Harvey Grain Company of Chicago, Ill., has been incorporated with a capital stock of \$9,000 by Harry R. Hurlbut, W. L. Barrett and S. B. King.

On February 1 Gordon Cashman assumed the management of the branch office at Sioux Falls, S. D., of the Flanley Grain Company of Sioux City, Iowa.

Edward Huckstep, formerly connected with the Hinman-Yates Grain Company of Hutchinson, Kan., has gone with the Miller-Stevenson Grain Company of Topeka, Kan.

Charles C. Blodgett, until recently engaged in the flour brokerage business in Chicago, has become connected with the newly organized firm of Crary-Johnson Company.

Jos. P. Griffin, president of the Chicago Board of Trade, was one of the principal speakers at the annual banquet of the New York Produce Exchange held in January.

The Northwestern Grain Company of Seattle, Wash., has been incorporated with a capital stock of \$25,000. Incorporators are K. W. Weeks, Arthur C. Nelson, Reidor Gjølme.

A. B. Parker, until recently superintendent of the Union Elevator at Memphis, Tenn., has been appointed supervisor of grain inspection on the St. Louis Merchants' Exchange.

The Mason-Hawpe Grain Company which removed recently from Kansas City to St. Louis, has incorporated for \$25,000. Ralph H. Orthwein has been made manager of the Kansas City branch.

The fee for inspection of shelled corn has been raised by the Pittsburgh Grain and Hay Exchange to 50 cents per car. The fee for the inspection of other commodities remains at 35 cents per car.

Caleb H. Canby, Jr., son of ex-president Canby of the Chicago Board of Trade, has received the commission of captain in the quartermaster's de-



# THE AMERICAN ELEVATOR AND GRAIN TRADE

February 15, 1917.

partment of the new Officers' Reserve Corps, U. S. A.

M. A. Donner, an old time feed man of Buffalo, N. Y., has organized the Buffalo Feed Company to do a general jobbing business in grain and feeds. Offices are in 732 Chamber of Commerce Building.

H. A. Merrill of Kansas City, Mo., has taken charge of the Fort Worth office of the J. Rosenbaum Grain Company. He will also have the management of the company's elevator in Fort Worth.

M. L. Jenks will head the affairs of the Duluth Board of Trade during 1917. B. Stockman was chosen vice-president at the election in January and H. S. Newell, J. H. Ball and H. F. Salyards, directors.

T. J. Holdridge of Wichita, Kans., has purchased the line of elevators owned by the Kansas Grain Company of Hutchinson, Kans. The 100,000-bushel elevator at Hutchinson was included in the purchase.

Charles A. Dayton, associated with John I. Glover, will serve the coming year as president of the Kansas City Grain Club, an organization composed solely of members of the Kansas City Board of Trade.

The McGaw Grain Company, Ltd., of Winnipeg, Man., has been incorporated with a capital stock of \$150,000. The provisional directors are W. E. McGaw, H. E. Swift, R. W. Campbell and H. V. Hudson.

The Chester L. Weeks Company has been organized at Atchison, Kan., to engage in the grain receiving, shipping and commission business. Mr. Weeks was formerly engaged in the grain business at Omaha, Neb.

Last month E. C. Buchanan of E. C. Buchanan & Co., pioneer grain dealer of Memphis, Tenn., who is a charter member of the Memphis Merchants' Exchange, was elected an honorary life member of that organization.

The Smith-Parry Company of Milwaukee, Wis., placed its new grain elevator and grain drier in operation on February 7. The elevator is located at Thirty-seventh Street and Lincoln Avenue and has a capacity of 100,000 bushels of grain.

Charles A. Krause, president of the Milwaukee Chamber of Commerce and head of the Charles A. Krause Milling Company of Milwaukee, has been appointed a national councilor of the Chamber of Commerce of the United States of America.

The Quaker Oats Company of Chicago has purchased the oatmeal mills at London, Ont., from the Canadian Cereal & Flour Mills Company, Ltd. The purchase included the Tillson's oats brand. The mill has a daily capacity of 350 barrels of oatmeal.

Carl B. Mueller, president of the Mueller & Young Grain Company of Chicago, was married the latter part of January to Mrs. Sigrid Ellis of La Porte, Ind. The newly wedded couple are now on a trip to the Pacific Coast and will visit Honolulu before they return to Chicago.

The Cray-Johnson Company of Chicago has been organized to carry on a general business in grain, provisions, cotton and stocks. Offices are located on the first floor of the Insurance Exchange Building. Charles S. Cray comes from Streator, Ill., and is widely known in the grain trade of central Illinois and B. G. Johnson, as well, has had years of experience in the grain business.

Articles of incorporation have been filed by the Browning Grain Company of Omaha, Neb., to carry on a general grain commission business. The capital stock is \$10,000 and the incorporators are: W. M. Browning, A. C. Reed and F. O. Stevens. Mr. Browning is president of the company and come from Wichita, Kan., where he was engaged in the grain business for a number of years.

A committee was appointed late in January on the Chicago Board of Trade to formulate a plan for a pension and sick benefit department for the employes of the Board and to prepare and post for the ballot the necessary amendment to the rules to provide for same. The committee is composed of E. A. James, A. Y. Booth, Charles H. Sullivan,

H. A. Foss, Lowell Hoyt, Frank G. Coe, and Joseph Simons.

E. W. McKenna of McKenna & Rodgers, grain merchants on the Chicago Board of Trade, recently returned home from a short vacation in Florida.

W. P. Hemphill, for some years past with Goffe & Carkener Company of Kansas City, Mo., is managing the cash grain department of Orthwein-Matchette Company of Kansas City.

Winfield S. Day of Simons, Day & Co., of Chicago, is enjoying his regular winter vacation at Petersburg, Fla., one of the famous fishing haunts of the gulf coast. Before returning home he expects to visit Cuba.

Charles G. King retired from the grain and stock firm of King, Farnum & Co. of Chicago on February 1 on account of ill health. H. W. Farnum, Wallace C. Winter and Jesse L. Spaulding continue the business under the old firm name. The capitalization of the concern is \$1,000,000.

The plans for the new building of the Chicago Board of Trade provide for a 16-story building with the exchange hall on the third floor. The first and second floor will be rented for business purposes and the upper floors for offices. It is not expected work will be commenced on the building this year.

Simons, Day & Co. of Chicago, Ill., have opened offices in Room 429 Chamber of Commerce, Buffalo, N. Y., with S. M. Shultz in charge. They have also recently established an office at LaSalle, Ill., with C. J. Burdike as manager, and have also completed arrangements for wire connections at Baltimore, Md.

The St. Louis Grain Club of St. Louis, Mo., will have as its head the coming year N. L. Moffitt of Hubbard & Moffitt Commission Company. William T. Brooking of the Marshall Hall Grain Company is vice-president, and Wilbur Christian, St. Louis representative of E. W. Wagner & Co., of Chicago, is secretary.

President Jos. P. Griffin of the Chicago Board of Trade has started a movement to lessen the number of holidays observed by the Board. When three holidays come in the short month of February, he alleges, and his opinion is shared by others, that holidays not general in their nature or firmly established, should not be observed by closing the Board or the local banks.

A consolidation of the Memphis Grain and Hay Association and the Memphis Freight Bureau of Memphis, Tenn., took effect February 1. The Freight Bureau will be the official freight representative of the Memphis Merchants' Exchange. J. S. Davant has general supervision over the enlarged department and James B. McGinnis is assistant commissioner in special charge of the grain and hay freight traffic.

The Addison-Benton Grain Company started in the grain receiving business on the Kansas City Board of Trade on February 1. This company has been incorporated for \$20,000 and has offices in Room 34 of the Board of Trade Building. Cort Addison, president and manager of the concern, was formerly with the Logan Bros. Grain Company and is well known in Southwestern grain circles. C. H. Benton, also an experienced grain man, is treasurer of the company.

A booklet that has been very favorably received by the grain trade was recently issued by J. Rosenbaum Grain Company of Chicago. It is entitled "Agricultural Argentina," and was compiled by J. Ralph Pickell, now with the Rosenbaum firm, who visited that country a year ago as a member of the Financial and Commercial Committee appointed by Secretary of the Treasury McAdoo. The booklet is profusely illustrated with views showing the agricultural resources of Argentina and the facilities for housing, handling and forwarding grain. It contains facts of interest to laymen as well as those engaged in the grain business.

THE total crop value of the agricultural products of Arizona was estimated at about \$18,626,000 for the year 1916.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of January, 1917:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	2,718,361	5,248,995	4,048,815
Corn, bus....	3,706,478	2,548,923	3,150,564
Oats, bus....	1,159,086	970,584	1,025,301
Barley, bus..	453,365	1,461,161	9,880
Rye, bus....	1,207,248	1,592,420	975,090
Hay, tons....	3,829	3,993	727
Flour, bbls..	263,888	161,027	252,266

**CHICAGO**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	3,477,000	7,038,000	2,380,000
Corn, bus....	11,054,000	11,952,000	4,336,000
Oats, bus....	7,758,000	12,892,000	4,435,000
Barley, bus..	2,528,000	4,478,000	609,000
Rye, bus....	433,000	533,000	361,000
Timothy seed, lbs. ....	2,149,000	1,431,000	2,921,000
Clover seed, lbs. ....	660,000	980,000	1,065,000
Other grass seed, lbs....	1,051,000	1,881,000	1,529,000
Flax s'd, bus.	55,000	36,000	9,000
Broom corn, bus. ....	914,000	1,569,000	1,103,000
Hay, tons....	21,707	19,616	1,693
Flour, bbls..	878,000	1,017,000	655,000

**CINCINNATI**—Reported by W. C. Culkins, executive secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	300,707	758,868	316,219
Corn, bus....	1,165,973	840,748	586,711
Oats, bus....	328,208	438,863	244,875
Barley, bus..	34,590	114,017	68
Rye, bus....	95,655	81,829	15,320
Timothy seed, lbs. ....	952	1,736	2,468
Clover seed, lbs. ....	5,160	3,473	4,470
Other grass seed, lbs....	24,295	20,714	21,699
Flax s'd, bus. ....	.....	1,095	34
Broom corn, lbs. ....	56,000	213,876	119,211
Hay, tons....	15,570	9,432	11,769
Flour, bbls..	125,802	254,677	91,211

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	49,176	73,730	7,508
Corn, bus....	266,035	473,841	42,765
Oats, bus....	294,148	412,740	75,996
Barley, bus..	1,527	9,708	.....
Rye, bus....	19,266	.....	17,362
Hay, tons....	5,345	2,426	41
Flour, bbls..	68,777	68,751	5,370

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	210,000	200,000	106,000
Corn, bus....	630,000	749,000	198,000
Oats, bus....	312,000	432,000	13,000
Rye, bus....	14,000	50,000	7,000
Flour, bbls..	28,000	27,000	38,000

**DULUTH**—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	1,566,732	5,490,495	437,435
Oats, bus....	421,555	227,526	60,695
Barley, bus..	271,108	299,576	40,295
Rye, bus....	240,529	58,024	12,615
Flax s'd, bus.	302,498	463,734	89,014

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	.....	.....	3,163,774
Corn, bus....	.....	.....	111,428
Kaffir, bus..	.....	.....	42,857

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	4,684,500	6,636,600	6,338,250
Corn, bus....	1,232,500	3,570,000	867,500
Oats, bus....	591,600	357,000	447,000
Barley, bus..	76,500	382,500	105,300
Rye, bus....	70,400	52,800	12,100
Kaffir, milo, etc., bus....	192,500	1,200,100	108,000
Flax s'd, bus. ....	.....	1,000	1,000
Hay, tons....	4,140	29,460	17,532

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	728,875	771,250	737,136
Corn, bus....	1,811,900	1,603,825	468,830
Oats, bus....	2,383,760	3,537,800	1,614,766
Barley, bus..	1,881,940	1,926,940	445,508
Rye, bus....	215,940	277,300	114,201
Timothy seed, lbs. ....	513,190	632,770	119,060
Clover seed, lbs. ....	222,137	680,207	159,875
Flax s'd, bus.	39,000	67,710	.....
Feed, tons....	1,472	17,622	9,839
Hay, tons....	1,318	2,178	48
Flour, bbls..	57,900	122,830	82,400

**MINNEAPOLIS**—Reported by E. P. Kehoe, statistician of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	7,457,370	8,886,810	2,330,740
Corn, bus....	1,723,130	743,120	1,048,890
Oats, bus....	1,522,560	2,481,200	1,626,650
Barley, bus..	1,705,790	2,982,250	1,560,700
Rye, bus....	287,190	404,920	301,590
Flax s'd, bus.	544,260	319,470	57,420
Hay, tons....	2,566	2,106	25
Flour, bbls..	54,031	76,624	1,084,482



**NEW ORLEANS**—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus.	.....	3,052,690	2,498,935
Corn, bus.	.....	571,024	377,530
Oats, bus.	.....	90,785	25,050
Barley, bus.	.....	138,397	.....

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus.	7,759,800	9,723,517	.....
Corn, bus.	1,864,800	1,817,302	.....
Oats, bus.	1,996,000	1,601,719	.....
Barley, bus.	1,855,400	2,167,031	.....
Rye, bus.	48,750	65,410	.....
Timothy seed	.....	.....	.....
Clover seed	.....	.....	.....
Other grass seed	.....	.....	.....
Flax s'd, bus.	650,600	.....	.....
Hay, tons.	15,442	.....	.....
Flour, bbls.	516,752	414,256	.....

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus.	2,437,200	2,986,800	2,073,600
Corn, bus.	2,698,800	3,470,400	1,879,900
Oats, bus.	734,400	895,900	1,227,000
Barley, bus.	123,200	110,400	79,000
Rye, bus.	78,100	92,400	134,000

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus.	3,188,187	3,720,130	2,968,156
Corn, bus.	553,362	315,605	240,000
Oats, bus.	1,520,750	1,480,520	1,267,182
Barley, bus.	51,842	169,892	.....
Rye, bus.	43,697	147,782	25,714
Clover seed, hags	918	.....	.....
Flax s'd, bus.	22,500	58,858	.....
Hay, tons.	6,924	1,776	.....
Flour, bbls.	144,472	242,567	55,860

**PORTLAND, ME.**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Buckwheat, bus.	.....	11,227	.....
Wheat, bus.	1,127,650	1,800,247	1,174,674
Corn, bus.	193,226	1,381,200	107,390
Oats, bus.	46,831	570,421	159,795
Barley, bus.	87,879	714,893	90,053
Rye, bus.	51,419	.....	17,143

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus.	3,775,476	3,689,265	2,763,990
Corn, bus.	3,187,200	1,381,200	1,667,390
Oats, bus.	2,029,800	1,441,600	1,355,230
Barley, bus.	123,800	176,000	4,860
Rye, bus.	67,100	116,700	80,260
Hay, tons.	24,954	15,220	12,180
Flour, bbls.	345,550	350,170	444,440

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, ctl.	168,780	.....	2,338
Corn, ctl.	22,520	.....	5,547
Oats, ctl.	93,305	.....	2,215
Barley, ctl.	356,041	.....	213,315
Rye, ctl.	95	.....	.....
Hay, tons.	7,491	.....	1,433

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus.	423,600	588,000	196,500
Corn, bus.	598,200	365,000	304,400
Oats, bus.	303,200	352,000	241,160
Barley, bus.	1,000	1,000	.....
Rye, bus.	8,500	7,000	4,600
Timothy seed, bags	509	1,076	1,909
Clover seed, bags	4,276	5,179	8,325
Alsike seed, hags	286	290	1,072

LOSSES IN CORN WEIGHT

The Wooster experiment station of the Ohio Department of Agriculture, after a series of experiments covering six years, has finally announced in detail the exact losses in weight through evaporation of moisture which may be expected in shelled corn, starting with a bushel weighing 70 pounds in November. In the following August the same corn will weigh only 56 pounds, thereafter absorbing moisture and gaining slightly less than half a pound in two months. The weights determined, month by month, are as follows: November, 70; December, 67.34; January, 66.22; February, 65.24; March, 64.33; April, 62.02; May, 59.43; June, 57.05; July, 56.21; August, 56; September, 56.21; October, 56.49. The chief object of the experiments, of course, was to enable the trade to fix prices for corn in accordance with its weight, and the scale of prices in cents per bushel was worked out as follows, beginning with an arbitrary price of 50 cents a bushel for the 70-pound corn in November; December, 52; January, 52.9; February, 53.6; March, 54.4; April, 56.4; May, 58.9; June, 61.3; July, 62.2; August, 62.5; September, 62.2; October, 61.9. This is perhaps the first time that painstaking and accurate weights have been kept over so long a period, and the results should prove satisfactory.

TRADE NOTES

J. C. Stratton, recently engaged in the grain elevator construction business in Chicago, as J. C. Stratton Company, has joined the forces of the Burrell Engineering & Construction Company of Chicago, becoming connected with the estimating and selling department.

One of the interesting features of *Graphite* for February, the magazine published by the Joseph Dixon Crucible Company of Jersey City, N. J., is a description of the Chicago Great Western Elevator at Omaha, Neb., with an account of the beneficial effects from covering with Dixon's Silica-Graphite Paint.

The Detroit Scoop-Truck Company of Detroit, Mich., has a proposition for grain dealers to save 50 per cent of their cost of unloading grain, seeds, coal and any bulk freight. They assert that proof of this saving can be given by 1,000 users of their Climax Scoop-Truck which has a capacity of 2½ bushels of grain and 200 pounds of coal.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., is now being represented in its Chicago office by A. H. Kay, who will look after the firm's interests in Central territory. F. H. Morley, who has managed this office for a number of years past, has accepted a position with the Armour Grain Company of Chicago in connection with that firm's milling interests.

The B. S. Constant Manufacturing Company of Bloomington, Ill., did the largest business during 1916 of any previous year in the firm's history. The factory, while not large, is equipped with latest machinery and they have an adequate force of workmen to enable them to handle all orders promptly. They report being unusually busy at the opening of 1917 with outlook for equalling or exceeding the business of 1916.

In our descriptive write-ups in the January issue of the new Chicago & Northwestern Railroad 10,000,000-bushel elevator at South Chicago, Ill., and the Soo Line Elevator at Minneapolis, Minn., we neglected to state that both these large houses are equipped with Humphrey Employee's Elevators, the Chicago plant having two of these almost indispensable devices. The Nutting Truck Company of Faribault, Minn., manufacturers of these elevators, claim that no plant can be modernly constructed if it has not one of these convenient elevators installed.

"The Improved Economy Cracked Corn Separator and Grader" is the title of a booklet we have just received from J. W. Linkhart & Sons of North Vernon, Ind. It illustrates and describes the machine that produces a polished, clean, high grade poultry feed and cool bread meal. It is claimed that very many grain dealers, feed millers, etc., are making money and holding trade through having installed one of these useful machines.

Although the number of employees at the Good-year Tire & Rubber Company, Akron, Ohio, is constantly increasing with the steady advance of the company's business, the number of accidents is steadily decreasing. With 14,000 workmen on the payroll at present, fewer accidents are happening than when the company employed less than 2,000 men, due to the efficient application of Safety First principles.

Notwithstanding the enlargement of its building and facilities last year, the Cyclone Blow Pipe Company of Chicago, Ill., is still paying special attention to the installation of Cyclone Dust Collectors in country elevators. The company claims that the country elevator which has a grain cleaner will find it just as profitable to install a dust collector as the large terminal elevators which they have outfitted with dust collecting systems in all sections of the country. As the country grain dealer is becoming

more and more impressed with the cash benefits derived in cleaning and grading his grain he finds it also advisable to equip his elevator in a modern up-to-date manner.

A SMASHING SALES CAMPAIGN

The ever-increasing number of grain elevator owners who are installing American (Midget) Marvel Flour Mills in connection with their plants will be greatly interested in the big and novel sales campaign just inaugurated by the manufacturers of this mill—the Anglo-American Mill Company, Owensboro, Ky. The scope of this campaign is tremendous as may be gathered from the following article which appeared in the *Owensboro Inquirer* for January 28, 1917:

The greatest sales campaign ever made by a Kentucky industry, and one which promises to revolutionize the flour milling business in the United States, will be inaugurated on February 10 by the Community Marvel Millers' Association, just organized by the Anglo-American Mill Company, of Owensboro. This Association will enter the field with 1,000 active members, producing flour of the highest quality, made with American (Midget) Marvel Mills and sold under one brand, Flavo Flour Nature-Flavored.

This flour, manufactured by members of the Community Marvel Millers' Association, the offices of which will be established in Owensboro in connection with those of the parent organization, will be advertised on a scale greater than has ever been attempted by any manufacturer of flour in the United States. By the middle of February, 25,000,000 people will have read of Flavo Flour, and from that time on the advertising campaign will be developed upon a constantly larger scale. The publicity which the city of Owensboro will secure through this campaign will surpass anything in the past. For the first year's advertising, \$100,000 has been appropriated.

Eight hundred and twenty-five mills will begin the manufacture of Flavo Flour immediately, and the product will be on the market when the first advertisement, a full page in the *Saturday Evening Post*, appears in the issue of February 10. Two hundred and sixty-five additional mills will begin operation by June 1, and their combined outputs will be greater than any other flour sold in the United States under one brand. The advertisement in the *Saturday Evening Post* will be followed by a full page in the *Country Gentleman* on February 17, and hundreds of other publications will be used for the balance of the year, in addition to those two magazines which lead in their respective fields.

This sales campaign, which has been perfected after months and months of investigation and experiment, is staggering in its magnitude and wonderful in its possibility. Nothing like it has ever before been inaugurated, and it is being launched under conditions which make a certain phenomenal success.

The members of the Community Marvel Millers' Association are purchasers and operators of the self-contained simple process mills manufactured by the Anglo-American Mill Company, a type of mill which produces a naturally flavored flour that has found a constantly increasing demand on the retail market. The demand for the mills themselves has been so great that the growth of the company has been astounding.

The manufacture of Flavo Flour, while going on in 1,000 mills scattered all over the country, will, however, be under the supervision of a Service Department so organized that it will be able to systematize the operation of these unit mills and secure a uniformity of product equaling that of any single milling plant producing the highest grade of flour sold under the best-known brands. The operations of these small plants will be directed from the Owensboro office, in that the Service Department will institute the most modern methods of milling in every one of the plants and will test and grade the finished product of the mills before it is placed on the market. If at any time a member of the Association produces a class of flour which grades less than 85 per cent when tested by experts in the Service Department, he will not be allowed to market his product under the trade name of Flavo Flour. Every material encouragement will be offered to make the members of the Association strive to reach 100 per cent quality.

When purchasing an American Marvel Mill and joining the Community Marvel Millers' Association, the miller is given a certificate which reads:

"This is to certify that..... is a member of the Community Marvel Millers' Association and that this mill and flour are tested monthly for purity of Flavo



Nature-Flavored Flour. This gives the right to use the Association's brand of Flavo Flour so long as the flour made here passes inspection and is up to the standards required."

In discussing the new plans, M. E. Rozelle, sales manager of the Anglo-American Mill Company, said: "There is no price-fixing feature even remotely connected with this undertaking. No effort will be made to maintain a fixed price or to operate in restraint of trade. Every member of the Association will be allowed to sell Flavo Flour for whatever price he finds it possible."

All bags used to market Flavo Flour will be shipped from the Owensboro office, to make certain that they are uniform.

Officers of the company pointed out this undertaking solves an economic problem of importance. It provides a high grade flour, at a price only possible because freight rates are cut to a minimum by the different mills in their local fields.

The Mayhew Milling Company will manufacture Flavo Flour in Owensboro, and will cover this sales field. A local advertising campaign will be begun immediately, in conjunction with the national advertising done by the Association. Sample sacks of Flavo Flour will be displayed within a few days in several Owensboro stores, to acquaint people of this city with the latest Owensboro-made product, and one which will advertise this city from border to border and coast to coast.

## ARBITRATION DECISIONS

Arbitration Committee No. 2, of the Grain Dealers' National Association was called upon to settle a dispute between A. C. Schuff & Co. of Louisville and the Updike Elevator Company of Omaha, involving a claim for \$35.89. The dispute was upon the point of delivery, the plaintiffs claiming Louisville and the defendants East St. Louis. The summary by the Committee states the main features of the case:

Various letters and wires passed between the litigants in regard to the trade, the plaintiffs asking that the rye be shipped and the difference be arbitrated, to which the defendants kept objecting claiming that there was nothing to arbitrate, when on June 19, 1916, defendants wired plaintiffs as follows:

"Car rye loaded will you accept same 98 St. Louis final." Also on same date:—

"Do you want car rye loaded or shall we sell it out tread." To which the plaintiff replied by wire:—

"Yes ship rye let three members of your Exchange say if anything to arbitrate or not."

Accordingly the defendants invoiced car Mil. No. 63130, No. 2 rye, containing 56,840 pounds and drew in full basis E. St. Louis which was paid by the plaintiffs, and the expense bill shows the freight from E. St. Louis to Louisville, Ky., to be \$35.89 the amount of this claim.

The plaintiffs also introduce evidence to show that No. 2 rye was quoted nominally at E. St. Louis at 95 cents on June 14, 1916, the day the trade was made. Also that on June 13, 1916, they bought from other parties No. 2 rye at 94½ cents basis delivered E. St. Louis, which price added to the freight was equal to about 98 cents delivered Louisville, Ky., and for these reasons they assumed that the price quoted by defendant's wire of June 14, 1916, was intended to mean delivered Louisville, Ky., and they worded their wire of acceptance to read

"Accept car good No. 2 rye 98 cents Louisville, etc." and so confirmed the trade in their letter of same date.

The defendants claim that in their several years of satisfactory business with the plaintiffs, that they had never made a trade or quotation on grain except on a basis of E. St. Louis, and that in the initial wire on this trade and also in their answer the point of delivery was not mentioned and they understood that the same terms that they had always traded on, namely, basis E. St. Louis, was the proper basis to offer on, and did so base their offers, and for this reason alone they deny the claim of the plaintiffs.

It is the opinion of the Committee, that when the plaintiffs sent their wire of acceptance of June 14, 1916, plainly stating

"Accept car good No. 2 rye 98 Louisville, etc." when the former wires did not contain any reference to the place of delivery, that the defendants were plainly put on notice of what the plaintiffs would expect in regard to delivery.

Furthermore the defendants herein admit that a trade was made but the only controversy is, as to the point of delivery.

Therefore our decision is that the Updike Elevator Company pay to A. C. Schuff & Co. the sum of \$35.89 and the costs of arbitration.

\* \* \*

A dispute between the Benton Grain Company of Kansas City and N. Lederer, Chicago, was settled by Arbitration Committee No. 1. The former sold a car of corn screenings, sacked, to N. Lederer. After waiting 23 days for shipping instruction car was shipped and arrived in St. Louis with contents

heating. About half the screenings were sacked and the balance in bulk. The defendant refused to pay draft and the car was sold at a loss of \$141.68, the amount of the claim.

In summarizing the case the Committee says:

Defendant claims that plaintiffs violated contract when they placed part of the screenings in bulk, and not sacked, in this car. Defendant claims further that it was the bulk screenings which were heating on the arrival of the car at St. Louis and that the sacked screenings were in good condition.

Plaintiffs claim that written confirmation does not state as to whether screenings shall be sacked or in bulk. Plaintiffs claim further that contents of this car got out of condition on account of the unreasonable delay of over three weeks by defendant in giving billing instructions.

The facts are, the original letter upon which trade was made stated that the screenings would be sacked. The written confirmation does not specify as to whether screenings shall be either sacked or bulk. Plainly, the trade must have been made for one or the other. On a split car it was certainly seller's duty to so state.

Evidence shows that plaintiff wrote defendant that he would expect him to pay accrued car service unless he gave billing instructions. The defendant agreed to pay same, which confirmed delay of shipment in minds of both parties.

Evidence shows further that plaintiffs wrote defendant that unless billing instructions were forthcoming promptly they would bill the car to him at Chicago, Ill., which is defendant's post office address. Under Rule No. 6 plaintiffs would have had right to have so billed the shipment.

Therefore, any courtesies that plaintiff wished to show defendant by holding shipment, he did so at his own peril.

Evidence shows further that plaintiffs wrote defendant that this car contained 465 sacks. However, out-turn weights at St. Louis show only 286 sacks and balance of car was in bulk.

Therefore, we find for the defendant and assess the costs of arbitration against the plaintiffs.

\* \* \*

John H. Lloyd Company of Springfield, Ill., had two cases against the Ferger Grain Company of Cincinnati. The first involved a claim of \$47.65, the discount rendered on a car of corn which was received by defendant at Cincinnati and inspected No. 3 yellow, and nine days later was reinspected and graded "sample yellow corn, heating."

The Committee held that a delay of nine days for reinspection was unreasonable and held for the plaintiff.

The second claim of the John H. Lloyd Company against the Ferger Grain Company was for \$351, the loss on three cars of corn. Three cars of corn were offered and accepted and plaintiff wired he was booking four cars. This telegram was not accepted, but plaintiff only shipped three cars which were refused and sold at a loss, the amount of the claim.

Defendant claimed that the booking of four cars was a different lot than the three offered, and refused to have anything to do with them, but the Committee held that four cars constituted the order (three cars) plus one car, which was not delivered. Therefore the defendant was ordered to pay the claim and the cost of arbitration.

\* \* \*

Committee No. 1 also settled a claim of \$153.70 filed by the Smith Bros. Grain Company of Fort Worth against the Cunningham Commission Company of Little Rock, which involved the loss on a car of corn, which was purchased by the latter as No. 3 white corn and was refused. The Committee No. 3 white corn and was refused. The committee summed up the claims and awarded their verdict as follows:

Plaintiffs claim and furnish considerable evidence that the corn in this car was actually mixed corn. Furthermore, according to copy of the Rules and Regulations of the Little Rock Board of Trade, attached to papers, the grade of No. 3 corn is specified as follows:

"No. 3 Corn—Shall be mixed corn, reasonably dry and reasonably clean, but not sufficiently sound for No. 2."

Plaintiffs claim that defendants took advantage of a technicality in rejecting this corn.

It is the opinion of the Committee that the defendants exceeded their rights in flatly rejecting this car of corn without giving proper notification to the plaintiff as provided in Rule 26.

It is also the opinion of the Committee that the above quoted inspection rule for No. 3 corn at Little Rock allowed entirely too much to the discretion of the inspector for the reason that the rule merely states that No. 3 corn "shall be mixed." Under this

rule corn containing even the slightest mixture should be graded No. 3.

Inasmuch as the defendants did not comply with Rule 26 and properly notify plaintiffs by wire, but waited until the day following date car was inspected at Little Rock and then wrote the letter to plaintiffs, which letter plaintiffs could not possibly have received until the following date, at least 48 hours from date of inspection; and since evidence shows that the market value of No. 3 white corn was equal to the market value of No. 3 corn on date of arrival of car, we therefore find in favor of the plaintiffs, without interest, and order that Cunningham Commission Company pay to Smith Bros. Grain Company the sum of \$153.70 and that the costs of arbitration be paid by the said Cunningham Commission Company.

## NEW MEMBER OF APPEALS BOARD

Just what the status of the Minnesota Board of Grain Appeals will be under the Federal Grain Standards Act is hard to determine until time has shown how great its sphere of usefulness will remain. In the past its influence and prestige have been unquestioned for it has been the final court of adjudication in grain disputes and its decisions and the personnel of the Board has been such as



R. ZIESEMER

to uphold in a remarkable manner the authority which the state conferred upon it.

A short time ago Governor Burnquist appointed a new member of the Board, R. Ziesemer, who in ability and reputation for unquestioned integrity was full worthy of a place in that body, even with its former power.

Mr. Ziesemer was born in Sheboygan County, Wis., on November 30, 1861. He went to Minnesota in 1886 and entered the grain business as manager of a country elevator. For five years he dealt entirely with farmers, but in 1891 he was made superintendent of country elevators for the Northwestern Elevator Company and covered Minnesota and the Dakotas for that company until 1910 when he was put in charge of their 1,000,000-bushel terminal elevator, which position he held when appointed to the Board of Appeals. Mr. Ziesemer's wide experience in all branches of the grain business makes him a valuable addition to the Board, and while its jurisdiction may be curtailed under the new law, its efficiency is as great as it has ever been.

AT the Missouri State Corn Show at Columbia, Kan., about \$30,000 in cash premiums were awarded. The show was held from January 1 to the 5th.

ACCORDING to the estimate of the Department of Agriculture, the value of the crops in the United States amount to \$8,934,587. This was an increase of \$2,165,989 over the value of the 1915 crops and \$2,867,206 over the average of the years 1910 to 1914. Texas held its lead as first state in the value of its crops.



## NEWS LETTERS

### INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

WITH the payment of \$180,000 for the ground on which its building stands, the Indianapolis Board of Trade has come into complete ownership of the valuable property at Meridian and Ohio Streets, where a handsome new building was erected several years ago. This step is one to which the officers and members of the Board had looked forward for some time, but has been taken earlier than had at one time been contemplated. When a 99-year lease was signed with the owners of the site in 1905, the Board obtained an option for purchase, dated 1920. This plan, it was believed, would separate the erection of the Board's large business block and the purchase of the site by a long enough time so that there would be no difficulty in financing the two deals and getting entire possession of the location.

The Board's prosperous condition, however, and overtures from the owners of the site that they would consider a purchase sooner than 1920, led the Directors of the Board to decide to complete the transaction at this time.

In order to finance the purchase of the site the Board issued \$180,000, 4 per cent preferred stock, which was accepted by the Federal Building Company, owners of the site. This made unnecessary the transfer of any cash. This new preferred stock is to be retired at the rate of \$15,000 a year. The original preferred stock was \$180,000, but as \$133,600 of this had been retired, the total amount now outstanding, with the new issue included, is \$227,000.

In order to comply with a state law which prohibits a corporation from having preferred stock to the value of more than twice that of the common stock, it was necessary also to increase the common stock. Here also the Board managed to proceed without the transfer of any money or any inconvenience. A surplus of \$134,000 in the organization's accounts made possible a 100 per cent stock dividend for the owners of the \$93,870 of common stock. The total amount of stock outstanding against the Board's real estate, then, is \$414,740. Real estate men regard \$750,000 as a low estimate of the real value of the building and site.

\* \* \*

The Indiana Grain Dealers Association is supporting a bill in the present legislature which would give the state Public Service Commission the power to regulate the rental and lease rates charged by public service companies. Under this the Commission would have the power to regulate the rate of rentals for elevators which belong to Indiana railroads and are leased.

\* \* \*

A joint meeting of members of the Indiana Grain Dealers' Association and members of the Indianapolis Board of Trade will be held at the Board rooms, February 20, to discuss the tentative grades of wheat now being promulgated by the Federal Department of Agriculture.

\* \* \*

P. G. Jones, of Champaign, Ill., has moved to Indianapolis for residence. He is representing M. P. Jones & Co., of the Produce Exchange, of New York. His office is at 402 Board of Trade Building.

\* \* \*

The Columbia City Milling Company, of Columbia City, Ind., has been taken over by the newly incorporated Farmers' Mill & Elevator Company,

which is operating a flour mill and grain station there. The mill will be raised from a capacity of 60 to 150 or more barrels and large 10,000 bushel grain tanks will be installed outside the building. The officers of the new company, which is incorporated for \$40,000, are: President, Byron Yohe; first vice-president, William Hamilton; second vice-president and general manager, Marion Egolf; secretary-treasurer, John E. Gates.

\* \* \*

The Vandalia Elevator Company, of Colfax, Ind., has been incorporated with a capital stock of \$6,000, and the following directors: John M. Waugh, Lloyd A. Waugh and Charles F. Gery.

\* \* \*

The Sims Co-operative Grain Company, of Sims, Ind., has been incorporated by J. A. Petterson, A. R. Smith and L. C. Pence, with a capital of \$20,000.

\* \* \*

A company headed by H. E. Kinsey, of Leesburg, Ind., and composed of a number of residents in the vicinity of Claypool and Servia, has bought the elevator at Servia of J. J. Tyler, trustee for the Kinsey Bros. Elevator Company, for \$13,000. Oscar Weller is the local manager of the Servia Mill. The deal is reported unofficially to have been made by the new Mutual Grain Company of Roann, Ind., which was recently incorporated with a capital of \$30,000 and has taken over the elevator at Roann. The directors of the Mutual company are: Mr. Kinsey, N. Tombaugh and L. W. Royse.

\* \* \*

Fred V. Hardin, E. S. Goodrich and P. E. Goodrich are the three incorporators of the Hardin Grain Company, Fortville, Ind. The capital stock is \$20,000.

### ST. LOUIS

R. O. JOHNSON - - CORRESPONDENT

SPECULATIVE trade in grain has been good on the Merchants' Exchange, but export business has been materially interfered with by the intensified German submarine campaign. Receipts of wheat here have been well under last year, and cash handlers have been in a position to dictate prices at continued wide premiums over futures even when the market has been under severe bear pressure as it was during the recent smash after our diplomatic break with Germany. Speculative sentiment on 'Change is more confused over the outlook for prices than at any time since the war in Europe started. The bulls assert that despite the embargoes and congestion of wheat supplies in Eastern markets awaiting shipments, and held back by submarine activities, that stocks here are materially below last year, and the majority of the wheat is actually controlled by England and her allies, and arrangements will have to be made by them to get the wheat abroad even if necessary to convoy it across the ocean.

With any decided turn for the better in the shipping situation, the bulls claim, the visible supply of only 47,000,000 bushels, against 66,000,000 bushels a year ago, would disappear very rapidly, especially if the submarine campaign should assume such aspect as to force England to materially reduce her purchases of wheat in the Argentine, and place the tonnage now being used in that country in the American trade, as was reported recently. The bears, on the other hand, assert that the market is riding to an awful fall, the same as it did last year and the year before, when high prices on the crop were made in February, and the early spring saw

sensational declines in grain prices in both years.

The sellers point out that even with adequate tonnage the submarine campaign will interfere with shipments to such an extent that supplies already contracted for will not be moved out of the country before the new crop prospect becomes a depressing influence; that on this account much reselling of foreign-held wheat will be necessary in March and April; that the supply in sight now is enough to warrant the belief that there will be no scarcity on the end of the old crop year, and that the farmer, when he sees the good weather coming on and remembers the high prices prevailing, will scrape his bins to put the last of his holdings on the market before another crop is harvested.

The belief generally prevails that the war will not last throughout another year, and peace would mean the opening of the Dardanelles to shipments of Russian wheat, where two crops already have been raised without an export outlet and a third crop now is coming on. Continued liberal receipts of wheat in Canada, where the last crop yield was recently officially raised 60,000,000, seem to suggest that there is still a lot of wheat to come forward in the spring from the Dominion, and if so it is patent that England will first take her supplies from her sister country before enlarging her demand in American markets. Whichever theory is correct, the wheat market promises some unusually interesting developments during the next 60 days.

\* \* \*

N. L. Moffitt was elected president of the St. Louis Grain Club at the annual meeting. W. T. Brooking of Marshall Hall Grain Company was chosen vice-president and Wilbur Christian representative of E. W. Wagner & Co., Chicago, secretary. The Executive Committee appointed was C. L. Wright, J. P. Newell, W. J. Edward, W. K. Stanard and Paul Berger. Mr. Moffitt also was elected head of the St. Louis Grain Clearing House at the annual meeting. Fred Seele was chosen vice-president and Claude A. Morton secretary and treasurer. These, with Ben Lang and J. O. Ballard, compose the Board of Directors. The St. Louis Grain Clearing House last year had the biggest business in its history.

\* \* \*

T. G. Watts, one of the oldest members of the Merchants' Exchange, died recently after a short illness at his home, 4256 Maryland Avenue. Mr. Watts was born in Halifax, in 1844, and served in the Confederate Army when he was only 16 years old. At the time of his death he was in the real estate business. Years ago he was associated with the grain trade.

\* \* \*

J. J. P. Langton, chairman of the Postal Committee of the St. Louis Merchants' Exchange, represented that organization in Washington recently, before the Congressional committee, to urge the retention of the postal tube service in St. Louis.

\* \* \*

The following members of the Merchants' Exchange attended the recent meeting of the Missouri Grain Dealers' Association at St. Joseph, Mo.: O. Woolridge, T. G. Bryant, Carrol Taylor, John Dower, Eugene Smith, J. O. Ballard, president of the Exchange, and W. T. Brooking of Marshall Hall Grain Company.

\* \* \*

Charles Rippin, traffic manager of the St. Louis Merchants' Exchange, has announced that the Illinois Central Railroad has modified its embargo to permit export grain through New Orleans, when authorized by E. A. Kelly, chairman of the Embargo Relief Committee of the port of New Orleans.

\* \* \*

The Merchants' Exchange Board of Directors, at a recent meeting, reappointed John Dower as head of the Weighing Department. The Board at first refused Dower's appointment, following action of the Weighing Committee in rejecting him. It was found, however, that only seven or nine members of the Weighing Committee were present when the ruling against Dower was made, and charging "politics" had been played 190 members of the



Exchange petitioned the Board of Directors to reconsider their action. A. V. Imbs of the J. F. Imbs Milling Company, was an active worker for Mr. Dower. The opposition was headed by George and Alex Harsh and E. C. Andrews, elected first vice-president of the Exchange at the last election. George C. Martin, Jr., of Goffe & Carkener Company, who was a member of the Weighing Committee was sick at his home when the "snap vote" was taken, and favored Mr. Dower's appointment. The entire affair caused more interest on the Merchants Exchange than any "political" event relative to the inside working of the organization, that has happened in years.

\* \* \*

Chances are that an increase in grain trade commissions will be made on the St. Louis Merchants' Exchange if the plan proposed in Chicago to raise the rate on 5,000 bushel lots to \$10 carries. That pit representatives will be placed on a strict brokerage basis, is not likely, however.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE weather bureau's monthly summary of weather and crop conditions in Kansas says: "In most of the western counties there has not been enough moisture to soak the ground thoroughly since last September and in some of them not since August, and the growth of wheat has been very slow as a consequence." This report meets with general approval by local grain dealers who have kept in touch with the situation by frequent trips to Kansas. Winter killing, which has caused as much anxiety as drought, has not been definitely decided as to extent but doubtless the large amount of freezing and thawing which the crop has been through, together with lack of snow covering during the recent below zero temperatures, has done wheat a great deal of harm. In many counties the soil has blown badly in the high winds and in some extreme western counties it has been so dry the wheat has not yet sprouted. However, the Government estimate of the condition of growing wheat on January 15 of 78.5 per cent of normal, is thought to be too low.

\* \* \*

Among the Board of Trade committees reappointed for 1917 by the Directors was the Cash Market Committee composed of J. J. Kraettli, chairman, H. B. Ragan and William Murphy. Mr. Kraettli is a recognized authority on the cash grain market and his reappointment was well received. C. V. Purcell was also made chairman of the Floor Committee for the second time.

\* \* \*

Elevator handlings in Kansas City in 1916 exceeded those of St. Louis and St. Joseph together by 30,926,460 bushels, according to a statement issued by James T. Bradshaw, state warehouse commissioner. The total amount taken into the elevators of Kansas City, St. Louis and St. Joseph was 56,956,198 bushels of grain and total transfers amounted to 68,916,918 bushels. The increase over 1915 was 15,734,364 bushels, mostly at Kansas City.

\* \* \*

Twelve tons of hemp, which has been carried 40 years by a farmer near Liberty Mo., were sold recently at "war prices," according to local newspaper reports.

\* \* \*

Omaha has been figuring more prominently this season in export workings than ever before and the solution lies hand in hand with reasons why Kansas City exporting houses have not been doing the business, relatively, of other seasons. The spring wheat crop in the Northwest was decidedly short, causing Minneapolis and other millers in that section of the country to call on Kansas City for supplies of Kansas Turkey wheat. Consequently, with

a good demand from this source, Kansas City's export bids were not in line, while Omaha, handling Nebraska low grade and poorer milling wheat, could make more attractive bids to the foreign governments at the seaboard. This is the general consensus of opinion here.

\* \* \*

John I. Glover, manager of the Frisco Elevator here, and family left a few days ago for Castle Hot Springs, Ariz. They intend to remain there the rest of the winter.

\* \* \*

L. A. Fuller, of the Thresher-Fuller Grain Company, and family are touring the Hawaiian Islands.

\* \* \*

Howard Vanderslice, of the Vanderslice-Lynds Mercantile Company, and Harry J. Smith, of the Lonsdale Grain Company, accompanied by their wives, are spending a few weeks on the Pacific Coast.

\* \* \*

Ralph H. Orthwein of St. Louis, has applied for membership in the local Board of Trade on transfer from Mason Hawpe, who formerly was engaged in the grain business here but is now operating an elevator at St. Louis. Mr. Orthwein will re-establish and manage the Kansas City office for Mr. Hawpe.

\* \* \*

T. J. Blaker has been elected a member of the Kansas City Board of Trade on the transfer of the certificate of the late Alfred Blaker of Pleasanton, Kan. His admittance here, he believes, will greatly facilitate his handling of the Blaker milling business at Pleasanton.

\* \* \*

About 300 guests and members of the Kansas City Hay Dealers Association attended the annual banquet of the Association at the Hotel Muehlebach, January 20. The preceding day B. F. Tyler was elected president for the tenth time; C. D. Carlisle moved automatically from second to first vice-president; N. C. Campbell was chosen second vice president. B. M. Huffine, W. H. North and Thomas Ennis were elected directors. One of the things which the administration hopes soon to accomplish is the erection in Kansas City of a hay compress. This machine would enable Kansas City dealers to do more export business, as shipments would be facilitated and less ocean tonnage would be required to do the same amount of business.

\* \* \*

The recently organized Topeka Board of Trade is being swamped with applications for membership. Fifteen applications over the limit of 60 have already been received by the directors and the members are discussing a plan by which they might give the membership a larger distribution, but no plan has been formulated yet. Another important matter with which the members are struggling is the finding of a suitable location for the elevator, for the erection of which \$150,000 has already been subscribed, and getting the Union Pacific officials to install proper switching facilities. John S. Dean, president of the Chamber of Commerce, has been selected to confer with the officials at Omaha on the latter question.

\* \* \*

The Kansas City Board of Trade, already well known for its ability to make noise in its big hall, left all former "Bedlam" records behind on February 3, when a large American flag was hung from the visitors' gallery at the news of the break with Germany. Everybody indulged in the patriotic demonstration. The flag will remain in view until the present difficulty is settled.

\* \* \*

The Kansas City Grain Club, the social organization of the Board of Trade, held its monthly dinner and annual election at the Hotel Muehlebach, January 18. C. A. Dayton was elected president; F. C. Hoose, vice-president; and A. D. Wright, secretary-treasurer. The new board of directors chosen follows: W. B. Lathrop, J. A. McLiney, A. L. Ernst, O. A. Severance and F. C. Vincent. Besides the election of officers, various trade questions were dis-

cussed, informally. The retiring president of the organization is G. A. Moore.

\* \* \*

The Addison-Benton Grain Company, with Cort Addison, president, and C. Herbert Benton, treasurer, began business on the local Board of Trade February 1. The new company is capitalized at \$20,000 and will do a straight commission business.

\* \* \*

"The present margin requirements on grain future trades vary according to the financial standing of the traders," said a Kansas City broker. "Under the extraordinary conditions prevailing, about 15 or 20 cents a bushel is required on a new account in wheat and 10 cents on corn. This means that a man, in buying or selling 5,000 bushels of wheat, must put up \$750 to \$1,000. The margin on 5,000 bushels of corn would be \$500. Persons with short purses can't go far in the speculative market under the present conditions."

\* \* \*

"Producers of kaffir and milo are selling these products and buying corn because the latter is 67 to 72 cents per hundredweight cheaper for feed," said F. M. Corbin, of B. C. Christopher & Co., recently. "There is not a very urgent demand, though poultry feed manufacturers are taking all offerings. If embargoes on shipments of grain eastward could be permanently lifted, there would be a larger demand in New England. Kaffir and milo are so high that all possible substitutes, such as wheat screenings, burnt wheat, corn and other grains, are being used."

\* \* \*

The Watkins Grain Company has moved into new and better quarters at Rooms 208-9-10 Board of Trade Building.

## TOLEDO

E. F. BAKER - CORRESPONDENT

ACTIVITIES on the local market have slowed up considerably while traders await the results of the political situation. Trading has been a little better than after the first political upheaval, but at that is quite light. Patriotism on the other hand is at a white heat and the American flag is everywhere in evidence. There has been some doubt about the condition of the new crop which has made seed a little stronger and more active. While the weather has been a record so far as cold is concerned, the crops in this section are believed to be perfectly safe as yet. There has been a fair covering of snow practically all winter and not a word of complaint has as yet been heard. Receipts have been light and the same thing is true of shipments, this being due to the extreme shortage of cars and the inability to move stocks one way or another. There are embargoes on practically all roads and everything in a traffic way is tied into hard knots. It is even found difficult to make shipments to the small interior mills in our own immediate vicinity. The mills, however, still seem to have enough supplies to keep them moving, especially as they are unable to ship out their flour stocks. Wheat receipts for the past week amounted to 55,200 bushels; corn, 69,600 bushels; oats, 52,800 bushels. The wheat shipments were 64,300 bushels; corn, 36,800 bushels; oats, 58,800 bushels. Following is the grain in store in Toledo for the week ending February 3: Total wheat, 1,094,373 bushels; corn, 224,897 bushels; oats, 397,354 bushels.

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Toledo grain men learned with sorrow, recently, of the death of Edward Cushman Bodman, at his home in New York City. Mr. Bodman at the time of his death was associated with the firm of Milmine, Bodman & Co., of the New York Produce Exchange. Between the year 1865 and 1885 Mr. Bodman conducted a grain business in Toledo and



for nine years he was president of the Northern National Bank, here. He married a Toledo lady, Ida M. Berdan in 1878, and leaves two sons, Herbert and George.

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A new farming method was advocated to agriculturists of Defiance County, Ohio, recently by H. D. Bowsher, of Hume. In a talk to Defiance County farmers Mr. Bowsher advocated "hogging corn," consisting, as he said, of a new and modern method of marketing corn. Bowsher selected a field of corn for the experiment and raised 777 bushels of corn which he asserted would have netted \$586 if sold in the regular way. He fed it to hogs which he marketed for more than \$1,318.

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Archibald Gassaway, secretary of the Toledo Produce Exchange, had a bad fall on the slippery pavement the last of January. He was unconscious as a result for some little time, but was back at work again the next day.

\* \* \*

The annual meeting of the Imperial Grain & Milling Company was held recently at Toledo. W. E. Savage was elected president and Edward A. Nettleton, secretary-treasurer of the concern.

\* \* \*

William Kratz, clover seed dealer, lost \$10,000 worth of clover seed in a fire which destroyed the building in which his store was located late in January. Several men were injured during the fire.

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The thieves who have been making life rather lurid for common folks and highly entertaining for the local police force took a fall out of the Northwestern Elevator & Milling Company one night recently. Twenty 50-pound sacks of flour were stolen and carted away in a wagon.

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Walter Elliott, a Millersburg seed merchant, was a recent visitor on the Toledo 'Change.

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E. L. Southworth & Co., and J. F. Zahm & Co., were hosts a few nights ago to the Fulton County Local, at a dinner given at the Inverness Club. The banquet included all the delicacies of the season, wet and dry, and plates were laid for 50 guests. While the affair was really in the nature of a get-together meeting between the country dealers and the receivers very little of a business nature took place, but there was loads of fun. There was plenty of live music, E. L. Southworth and Henry Vortriede made speeches and everybody made merry. The party was carried to and from the Inverness on special cars and nothing was left undone to add to the festivities of the occasion. There was the usual aggregation of squawkers, fancy caps and the like and a large number of life-size dolls was raffled off to the delight of everybody. It was a real party, at least that was the outcome when a vote was taken and all of the out-of-town guests left firmly imbued with the idea that "You will do better in Toledo" is a motto that is strictly true.

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Joe Doering of Antwerp and Frank McMannis of Findlay were recent visitors on 'Change.

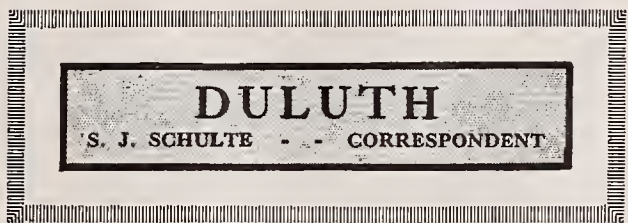
\* \* \*

The Stars and Stripes are strongly in evidence about the grain offices, and patriotic ardor blazed forth on the floor of the Exchange Thursday afternoon, when F. O. Paddock mounting a chair waved a large flag and the traders gave three rousing cheers for "Old Glory." All then joined in singing "The Star-Spangled Banner" and demonstration ended in a burst of applause.

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The fight to place Toledo in the front as a grain center was continued in this city recently, when H. G. Wilson of the Commerce Club and F. O. Paddock of the Toledo Produce Exchange appeared before William A. Bisque, special agent of the Interstate Commerce Commission, in the long series of litigations which it is hoped will place Toledo on an equal basis with other markets. It is desired to secure for Toledo a rate equal to 78 per cent of the rate between Chicago and New York, in 78 per cent territory. The rate is now

somewhat higher at this point which throws local dealers out of line with Missouri River points. Should the grain men succeed in the undertaking it is believed that Toledo will become one of the leading shipping centers for the grain industry and the elevator capacity of the city would be taxed to its limits. Toledo is now handling about 20,000,000 bushels of grain products each year. There is an elevator capacity of 40,000,000 and Traffic Commissioner Wilson is authority for the statement that with a fair rate Toledo should handle about 70,000,000 bushels of grain per year, which would mean the construction of more elevators and a big increase in grain activities generally.



THE storage capacity of the elevators at the Head of the Lakes is to be increased to the extent of 2,250,000 bushels through the building of a steel and reinforced concrete house for the Great Northern Elevator Company at Superior. The new plant will be a duplicate of the company's



PRESIDENT M. L. JENKS, DULUTH

present annex and will be operated from the same working house. It will cost approximately \$500,000. The contract has just been let to the Barnett & Record Company under the stipulation that it be completed by September 1. This addition will bring the storage capacity of the Great Northern Elevator system up to 9,000,000 bushels, making it the largest at this point.

The decision to erect this plant is regarded as evidence that the management of the Great Northern Railroad is looking forward to large agricultural results to follow systematic development along its line. It is expected that large numbers of new settlers will be brought into the road's territory this year and that considerable virgin ground will be broken through the West. The leasees of these elevators, A. D. Thomson & Co., report that the tonnage of grain handled has shown increases each season with the exception of 1916 as a result of the campaign carried through by Louis Hill and associates to attract settlers to northern Minnesota, North Dakota and Montana. The decision to increase the company's elevator capacity here was practically reached two years ago, but the project was held in abeyance on account of the dispute with the State of Wisconsin over the basis of taxation which has since been satisfactorily adjusted.

Grain elevators, docks and storehouses on the Duluth waterfront are being guarded against activities by German sympathizers in view of the present international situation. A force of watchmen has been engaged by the Great Northern Elevator Company as a precautionary measure. Extra watchmen have been employed at the Capitol Elevator Company's plant since the present crisis developed. J. F. McCarthy, manager of the company said: "We do not really expect any trouble but we have deemed it advisable to take action to prevent possible accidents." The Consolidated and the Globe Elevator Companies have also put on additional watchmen.

\* \* \*

It has been pretty much a holiday with operators of elevators at Duluth during the past month, receipts and shipments being far below par, due to the light crop of last season, the tendency on the part of holders to hang onto remaining supplies on their farms in the hope of obtaining higher prices, and to bad railroad operating conditions. The feature of the month was the heavier movement of bonded wheat, its tally being only 150,000 bushels behind that of the domestic article. Were it not for the inability of shippers to obtain cars, receipts of Canadian grain at this Head of the Lakes would have been much higher. A month ago it was estimated that 12,000 cars of Canadian wheat and oats would be shipped this way up to the opening of navigation, but in view of the adverse shipping conditions that have since intervened, it is admitted that the figure must be materially reduced. A heavier tonnage is expected, however, during the next six weeks. The Consolidated and the Great Northern Systems of elevators have reserved considerable space at their plants to take care of this movement. It is noted that millers here and at Minneapolis have been in the market for the bonded wheat for mixing purposes, but only a small proportion of it coming to hand is available for the market. Out of 60 cars of bonded wheat received here one day this week, only 7 cars were offered on the tables, for example.

\* \* \*

Horace Jackson of Jackson Bros., Chicago, was a visitor on the Duluth Board of Trade recently. It was his first trip here since his heart-breaking experience of last November when he nearly lost his life during a hunting trip in the north woods, and he was warmly welcomed by a wide circle of friends. Privately Mr. Jackson expressed himself bearishly regarding the market, considering this to be a time when caution in trading is most advisable under the uncertain conditions. In commenting upon the shortage of good wheat in the country, he intimated that a certain proportion of Argentine wheat is being used for mixing to bring the grain up to export requirements.

\* \* \*

A new low receipts record was established on the Duluth Board of Trade one day this week, with total arrivals of two cars of grain, one of wheat and the other oats. The wheat was consigned to the H. Poehler Company, and was sold to the Duluth-Superior Milling Company.

\* \* \*

Many Duluth grain men are planning vacation trips in the East and to Florida and California points in the near future. A. D. Thomson and Adam Thomson are now East. H. H. Dinham of the Duluth Shipping Company is down in Florida. Parker Paine of the Paine Commission Company, will leave upon a trip to Florida points shortly.

\* \* \*

Duluth dealers have experienced a good demand in this territory for all kinds of coarse grains, due to the exceptional activity in lumbering operations. On account of the scarcity of freight and the congestion at the Eastern railroad terminals, it has been found impossible to fill export and domestic orders for all-rail shipment down that way that in many cases have been standing on dealers' books for more than two months. Said R. M. White of the White Grain Company in that connection: "We could do a nice business in oats in the East were it not for the bad shipping conditions. It is a good



thing therefore that we have been able to round-up a substantial trade in this territory." Mr. White also said that the hay trade this winter has been about the best in his experience. The market in hay has been strong during the last few weeks and the quality coming in exceptionally good. Receipts have been curtailed on account of weather conditions over northern Minnesota.

\* \* \*

W. C. Mitchell of Randall, Gee & Mitchell, is sanguine that a large acreage will be sown to all kinds of crops in the Northwest next spring. Advice received from his correspondents show that the area plowed last fall was greater than in several seasons. The high price prevailing for grains since the marketing of the last crop began has furnished an incentive to growers to get as large an acreage as possible under crop for the new season. With the drought experience of last summer before them, he believes that more attention will be given to soil preparation and also to the quality of the seed put in.

\* \* \*

M. L. Jenks, newly-elected president of the Duluth Board of Trade, has just assumed office. Mr. Jenks is manager of the Itasca Elevator Company. He came to Duluth in April, 1900, and has been prominent in grain trade circles. He has served on committees of the Duluth Board of Trade almost continuously and was vice-president of the Board during the past two years.



Milwaukee grain men are hit by the embargoes on Eastern shipments which are on and off with almost amazing rapidity. The latest development is a ban on all shipments south and east of Chicago which will effectively tie up grain in local elevators. Elevators "E" and "A," with a capacity of nearly 3,000,000 bushels, are filled at this writing.

"The normal grain movement of this time of the year is about 150 cars per day," said H. M. Stratton. "This winter it is less because of the congestion. I would like to see a general embargo declared until the rail tie-up is cleared up, so there would be no discrimination against any of the interests involved."

The Milwaukee road officials say that as long as rail shipments are tied up in the East, the embargoes on Eastern shipments of grain are inevitable.

\* \* \*

Secretary L. M. Powell of the Atlas Flour Mills reported that the plant was compelled to close temporarily because of the car shortage.

"We cannot hold our product," he said. "We have to market it at once. Manufacturing concerns with goods that can be detained for a time are not hurt so badly by the car shortage.

"The cold weather has also added to the deficiency of engines and has still further aggravated the car situation which was already bad enough after the storms in the East."

\* \* \*

Joseph Simons of Chicago, Ill., and Charles J. Phelan of Bowen, N. D., have been elected members of the Chamber of Commerce.

\* \* \*

What is declared to be Milwaukee's largest grain elevator was recently completed and taken into use by the Taylor & Bournique Company.

The additions to the Milwaukee road Elevator "E," under lease to the Taylor & Bournique concern, have a capacity of nearly 700,000 bushels, according to members of the firm, which, with the former capacity of 1,000,000 bushels, makes total room for approximately 1,700,000 bushels.

There were 21 new concrete tanks added to Elevator "E's" capacity. Within a few days the entire elevator was filled, due in some measure to the embargo on grain shipments east. Officials of the

company report that they have been able to get out a little grain from time to time via the Grand Trunk and Pere Marquette lines across the lake. For some time it has been impossible to get grain through the Chicago congestion of cars.

The Taylor & Bournique Company has also stored 700,000 bushels of grain in three boats lying at anchor in Milwaukee which still further relieved the car shortage here. The contents of about 500 cars of grain were transferred to the hold of the three vessels.

\* \* \*

One of the interesting bills just introduced in the Wisconsin legislature is a constitutional amendment giving the state power to acquire, construct and operate grain elevators and storage plants. The bill was offered by Assemblyman Kent of Milwaukee. No action has been taken yet on this measure. As far as can be ascertained there has been no pronounced support manifested for such a plan in Wisconsin.

\* \* \*

A. R. Templeton and Frank J. Coughlin were designated by President Charles A. Krause to attend the Council of Grain Exchanges as delegates of the Chamber of Commerce.

\* \* \*

Milwaukee will lose \$50,000 in taxes as a result of the Supreme Court's decision upholding the occupational grain tax law of the state, according to City Tax Commissioner Bodden who said the difference in city taxes on grain under the old personal property tax and the new plan would amount to that. The decision was rendered by the Supreme Court of the state.

\* \* \*

As an interesting instance of how grain shipments are being handled by the railroad systems of the country today, one Milwaukee grain broker cited the fact that a car of corn shipped from Milwaukee to Green Bay January 3 had not arrived by February 7. Another instance is of a car of corn shipped from Milwaukee for Youngstown, Ohio, early in December that had not arrived at its destination by a date early in February.

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William C. Strecker, 63 years of age, a well known broker of Milwaukee, died at the Columbia Hospital.

\* \* \*

President Charles A. Krause of the Chamber of Commerce is enthusiastic over the plan of naming one of the new warships "Milwaukee," after the old cruiser Milwaukee was beached on the California shore trying to salvage one of the American submarines.

"Certainly we ought to name one of the cruisers after the city," he said. "We ought to go down to Washington, get in touch with the proper officials and put the thing over and personally I am willing to do whatever I can to help. There is no question but that Milwaukee should be represented in the United States navy."

Up to date, no action has been taken by the Washington authorities although the matter has been brought to their attention.

\* \* \*

B. V. Dela Hunt of the Merchants and Manufacturers' Bank is taking a leading part in the plan of west side business men of Milwaukee to get the new Chamber of Commerce building. Several of the leading downtown merchants and business men who have built up the west side have suggested the corner of Second and Sycamore Streets for the new building. Many other half block sites have been mentioned within two or three blocks of the west bank of the Milwaukee River.

"We propose to have this building placed on the west side," said Mr. Dela Hunt. "We stand ready to offer the Chamber the necessary site to erect a building, or finance a building in precisely the spot where Chamber officials want the structure. Money and lands will be placed at the disposal of the Chamber to its best possible advantage."

A committee will be named to represent the west side business men which will meet the Chamber of Commerce Building Committee and talk over the project as soon as President Charles A. Krause

gets back from Washington and other points in the East, where he is making a two weeks' trip.

There has been some talk of placing the new Chamber on the site of the Kirby House on the east side of the river, opposite the First National Bank Building.

\* \* \*

The February rate of interest has been determined by the Finance Committee of the Chamber of Commerce at 6 per cent.

\* \* \*

Notice has been received by George A. Schroeder, traffic expert of the Milwaukee Chamber that the Interstate Commerce Commission has denied the application of the carriers to make effective on short notice proposed changes in diversion and reconsignment regulations and charges. It will now be incumbent upon carriers to publish tariffs which will be subject to suspension by the Interstate Commerce Commission in case of complaints by shippers.

\* \* \*

Smith, Parry & Co. is a new firm at the Chamber of Commerce which will not only be engaged in the general grain business, but has a specialty of popcorn and the making of various kinds of feeds. The company has an elevator with 100,000 bushels' capacity. The company has a large crib for popcorn alone. It also has cribs and warehouses in Iowa.

\* \* \*

P. P. Donahue, commenting on the grain market, declares that the grain business during the new submarine policy will be fraught with a great deal of uncertainty. He asserts that if the grain exports are cut down in any large measure, there will surely be a decline in prices. He also pointed to the fact that the new crop of winter wheat will be in evidence within a few weeks, so that the world will have a fresh source of supply for grain.

"Grain is worth the present prices easily," said E. G. Hadden, Milwaukee grain broker. "The Allies simply must have American grain and if they cannot get it any other way, they can convoy the vessels which will carry it to the British Isles."

Grain men doubt very much if the Central Powers can make their submarine campaign effective. They point out that Great Britain had threats of such a course for months, so that the people are undoubtedly prepared to fight the new submarines with effective weapons.

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E. J. Furlong, Charles A. Krause and William O. Goodrich were delegated by the Chamber of Commerce to attend the national sessions at Washington. Mr. Krause holds the high position of national councilor in the Chamber of Commerce of the United States.

\* \* \*

The Milwaukee Chamber of Commerce has gone on record in a referendum of the Chamber of Commerce of the United States for a full investigation of the merits of every dispute involving railroad carriers and their employees before there shall be any interruption to the transportation service of the country.

Another important referendum was voted favorably by the local Chamber when it was agreed that on any board of investigation, in the arbitration of disputes, there shall be an equal representation of employed and employers and the majority of interest shall be with the public which has most at stake in such a fight.

The Chamber has also gone on record for another national referendum asking that since the railroads have been badly harassed by adverse state decisions and action by state commissions, that the President and Congress should see that the railroads be allowed to earn a fair return on capital and that return should be large enough to attract additional capital so that railroads can cope with constantly increasing demands for service. The resolution also suggests that the Interstate Commerce Commission be given complete control over the regulation of all freight and passenger rates so that the interests of the carriers and the public can be fully conserved.



Grain men are taking a keen interest in the proposed discontinuance of the package freight service by the Great Lakes Transit Corporation in the season of 1917. A. K. Taylor says that the package freight lines were always of service to the grain shipper in getting comparatively small lots of grain to Buffalo and other Eastern points in a hurry. He adds that the service used to be good and that it is vital to the Milwaukee shipper that the service be restored.

The Great Lakes Transit Corporation has indicated that it will stop its Milwaukee and Chicago service in the spring unless it is allowed to increase its freight charges by 5 per cent, which would allow it to absorb the switching charges from rail to lake terminals, both at Milwaukee and Chicago. There has been no indication as yet what the attitude of the Interstate Commerce Commission will be on this topic.

George A. Schroeder, traffic manager of the Milwaukee Chamber, has been in Washington several times, working to restore this package service and especially has he worked to have the Panama Canal Act changed so that the railroads of the country would have the right to own Great Lakes boat lines again. Mr. Schroeder went to see Wisconsin congressmen to get their help in amending the Panama Canal Act.

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Grain men say that the recent decision by the Railroad Commission of Wisconsin affecting rates, will not affect the grain trade as the decision largely concerns class rates and not commodity rates under which the grain traffic moves. The rate changes largely concern part carloads of freight.

## PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THIS city and its extensive grain trade interests with President Graff of the Commercial Exchange, at the head, at the Interstate Commission rate case hearing, held recently in New York City, argued ably and convincingly for the demand of granting this city lower rates than Jersey City.

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The United States Senate Postoffice Committee has now heard protestations from all the leading business firms, and trade organizations here strongly urging the retention of the present pneumatic tube service, and the grain men in general, and those located in the Bourse, especially President George E. Bartol, who has given the subject much of his time and a thorough investigation, are firmly of the belief that the pneumatic tube system of mail delivery will be retained.

\* \* \*

Chief Grain Inspector Captain John O. Foering, who was brevetted during the rebellion for bravery and heroic action while in the command of Gen. John W. Geary, of the 28th Pennsylvania Knapp's Battery, and the 47th Pennsylvania Regiment of Volunteers, made a stirring soldierly address, endorsing the resolution of Wharton Pepper, etc., made in the Bourse Assembly Room to stand by the President.

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President Louis G. Graff, who was unanimously rechosen for the third consecutive term by the Commercial Exchange at their recent annual election, which marks the sixty-third epoch, is generally admitted to be one of the most energetic, able and faithful officials the organization ever had. His firm is one of the largest grain exporting concerns in the East, and with him is his son, Filson Graff, and, as a partner, a near relative, H. De Witt Irwin, considered a high grade, practical and theoretical authority on all manner of grains.

Following the election, which was a veritable "love feast," the famous buffet banquet took place on the grain floor. There was good feeling every-

where and no opposition to the six retiring two-year directors. C. Herbert Bell, vice-president, elected for the third term, is a son of Samuel Bell of the Washburn-Crosby and Quaker City Flour Mills. Joseph W. Beatty was made treasurer for the tenth year, and well he deserves it. The finances of the concern were never in better condition. All the regular committees were re-appointed at a meeting of the Board of Directors, and few, if any, changes were made, the idea being to let well enough alone. Secretary Ambrose B. Clemmer succeeds himself, as well as Stenographer Riley and Chief Clerk Tumulty. President Graff's address at the inaugural was a present and past history in itself of the Exchange, and its future needs. Master of ceremonies, former President Samuel S. McKnight, encountered much applause through his topical introductions.

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The Chamber of Commerce, the largest trade body in this city, which has a membership of more than 1,500, after a very spirited contest chose Ernest T. Trigg, one of the thoroughly up-to-date active young



PRESIDENT LOUIS G. GRAFF

business men of the municipality, connected with a number of manufacturing concerns, as its new president, and elected four of the "progressive" candidates to the Board of Directors.

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The new members of the Commercial Exchange are Charles S. Weiss, Avon, Pa.; W. P. Brazer, Jr.; Acme Tea Company; Shortledge Bros., West Grove, Pa.; I. Gartland Horan; W. W. Shaw, Jenkintown, Pa., representing grain, feed, flour and hay and produce interests.

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The Produce Exchange elected John A. Morris, president; Robert B. Lehman, vice-president; Samuel S. Daniels, secretary; John W. Henry, assistant secretary; Edward Roberts, treasurer. Board of Trustees; J. W. Bickley, Clifford M. Drake, C. W. Haldeman, Wm. Hambrecht, Jr., Stephen Thurber. Chairmen of committees: Arbitration, John Y. Gilbert; Cold Storage, J. A. Geisz; Transportation, R. B. Lehman; Trade and Statistics, M. Geiselman; Publicity, Charles Quimby.

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If urgent foreign war conditions compel the closing of this port, the Pennsylvania, as well as the Reading Railroads will refuse export shipments of grain from the West.

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C. C. McChord announces that the Interstate Commerce Commission has denied the carriers' application, made January 21, for proposed change in diversion and reconsignment regulations and charges.

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Foreign business in grain and other commodities has been very heavy at this port, because of New York's inability to handle it through prompt ship transportation.

## CINCINNATI

K. C. GRAIN - CORRESPONDENT

ELABORATE plans have been made for the annual election of directors of the Grain and Hay Exchange of the Chamber of Commerce, which is to be held in connection with the formal annual meeting, on February 15. The preparations are in charge of a committee which promises ample entertainment of various sorts, aside from the excitement of the election itself. The Nominating Committee, of which A. M. Braun is chairman, has reported 14 names as candidates, from which seven will be elected, the following being on the list: H. M. Brouse, C. S. Custer, August Ferger, John H. Dorsel, E. A. Fitzgerald, Alfred Gowling, Geo. Keller, W. R. McQuillan, Frank Maguire, H. E. Richter, Charles W. Schmidt, Edward A. Smith, E. B. Terrill and B. H. Wess.

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The plugging system of hay inspection, recently placed in effect in Cincinnati on all shipments received over the Big Four Railroad, in order to enable a thorough test of the method to be made, has so far caused some complaint, based on the fact that prices have been quoted on cars as a whole, instead of on the several grades which are sometimes contained in a single car. Dealers made this complaint to the Chamber, and after consideration of the matter President Fitzgerald, of the Grain and Hay Exchange appointed a committee to take up the question of how prices should be reported, and make a recommendation to the Chamber of Commerce as a basis for action. The committee consists of W. R. McQuillan, Jos. F. Costello, D. B. Granger, H. E. Niemeyer and John E. Collins, Jr., and an early adjustment of the matter is expected.

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The annual dinner of the Grain Dealers' Credit Association of Cincinnati, an organization which has proved of considerable value to the trade, will be held in the Exchange Hall of the Chamber of Commerce on Monday evening, February 19. The arrangements are in charge of an Entertainment Committee headed by A. M. Braun, and the usual enjoyable time is anticipated, with a list of surprises promised by the committee to add zest to the occasion.

\* \* \*

Cincinnati was well represented at the recent meeting of the Council of Grain Exchanges at Chicago, E. A. Fitzgerald, as a member of the Uniform Rules Committee of the Grain Dealers' National Association, and Henry M. Brouse, a member of the Executive Committee of the Council, being among those who attended.

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The results being accomplished by the encouragement lent to good corn growers in Hamilton County were indicated by the uniformly superior quality and the numerous entries in the Hamilton County Corn Show, held recently at Mt. Healthy, a suburb of Cincinnati. There were 133 entries in the several classes, making the show much the best of its kind so far in this part of Ohio. Howard McCune and A. Bruce, of the Agricultural College Extension Service, Columbus, acted as judges. The following new officers were elected by the Association: President, J. B. Miles, secretary, C. B. Bosserman; vice-president, A. C. Newmeister; treasurer, Charles Hill.

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The Ohio Board of Agriculture has decided that the champion boy corn grower in each county of the state for 1917 will be awarded a three-year scholarship at the Ohio State University, in addition to a free trip to Washington. There is also to be a senior corn contest for farmers, with a cash prize of \$50 to the winner in each county, and a grand prize of \$100 to the champion of the state.



besides four prizes of \$75 each to the winners in the four districts mapped out in the state. Director Clarke has charge of both junior and senior contests.

## NEW YORK

C. K. TRAFTON - - CORRESPONDENT

ONE of the most impressive and significant events witnessed in many years, occurred on the floor of the New York Produce Exchange after the close of business on Saturday, February 3. During the morning the news had been received that President Wilson had announced the severance of diplomatic relations with Germany. At 1 o'clock the huge flag of the Exchange, measuring about 60 feet in length, was hung from the ceiling of the great trading-room, reaching almost to the floor. This brought forth a great chorus of cheers, and when James Simpson, the "Little Giant" of the oats trade, mounted the rostrum of the cotton-oil ring in the center of the floor all of the members in attendance,—several hundred in number,—gathered around. After a few brief introductory remarks Mr. Simpson retired in favor of Robert E. Annin, an ex-vice-president of the Exchange, and for many years prominent in grain export circles. Mr. Annin, who was a class-mate of President Wilson at Princeton, made a brief but decidedly patriotic address, the gist of which was that all citizens of the country would stand back of the President in any action he might take, laying aside all the political differences that might have existed hitherto. Charles C. Ramey, affectionately known as "Genial Charles" by his many friends on 'Change, and especially in the oats trade, spoke along similar lines. The assemblage then joined in singing "The Star Spangled Banner" and other patriotic airs.

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Walter Beavan, for many years active and popular in the local grain market, but now manager on the Chicago Board of Trade for the big commission house of Lamson Bros. & Co., spent several weeks recently on the New York Produce Exchange, and received a hearty welcome from his many old friends and associates. On being interviewed by the representative of the "American Grain Trade," Mr. Beavan spoke in part as follows:

Many have wondered why the Chicago market has been dragging as compared with other markets. This has been due to natural and unnatural causes. There is and has been some wheat in Chicago that has not been in keen demand. This and the fact that considerable hedging has been done in that market by dealers in various outside markets has been responsible for the relative weakness in Chicago. These conditions, however, are now commencing to right themselves. The poor wheat that was held in Chicago is gradually being moved out and as fast as millers' stocks are diminished the hedges are being taken out of the market.

We are absolutely on a merchandising basis, and while the big Eastern stock houses may from time to time sway the market with their heavy operations, the fact remains that they are making little or no headway, despite the fact that foreign interest is temporarily withdrawn from the market. When these same interests become active again and the recent sellers desire to reinstate we will undoubtedly come face to face with the acute shortage which will develop sooner or later.

The feature in corn appears to be the quantity bought by foreign governments. This is said to be so heavy that in view of the shortage of cars the bull has the best of the argument and can force prices to unusually high levels, especially so long as the wheat situation continues as strong as it has. While oats are plentiful, buyers are also numerous.

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The Eighth Annual Banquet of the New York Oats Trade, which was held as usual at the Waldorf-Astoria, was conceded to be even more brilliant and successful than the preceding banquets. The attendance, which was unusually large, about 200, included nearly all of the prominent local corn and oats dealers, and besides there was a large delegation from other markets as far west as Minneapolis.

A. C. Field, grain receiver, acted as toastmaster in a creditable manner. The chief speakers included: E. R. Carhart, former president of the Produce Exchange; J. C. Murray of the Quaker Oats Company, Chicago; Joseph P. Griffin, president of the Chicago Board of Trade; Henry L. Goemann of Mansfield, Ohio; and Joseph Simons, ex-vice-president of the Chicago Board of Trade. The following delegation was present from Chicago: Walter Beavan, C. L. Dougherty, W. S. Day, A. Delaney, F. G. Ely, H. Doran, Charles Crosby, John Clark, D. H. Caruthers, H. H. Lobdell, G. La Beau, H. F. McElroy, W. H. Noyes, Thomas Sullivan, G. B. Van Ness, Charles Johnson. Minneapolis was represented by: H. F. McCarthy, H. D. McCord, and Hugh Hughes. The Buffalo guests were: F. A. McLellan, R. C. O'Keefe, G. E. Pierce. H. M. Stratton represented Milwaukee, James Bergin, Wilkes Barre, and J. Frank Ryley, Baltimore.

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One of the most important and gratifying results of the great European war, has been the great increase in activity on the floor of the New York Produce Exchange, practically all members being unusually busy and prosperous. A striking indication of this has been the installation of many private telephone booths on the floor, having direct connections with the members' offices in the building, in order to expedite the transaction of the greatly enlarged business. Another interesting item has been the installation of several private telegraph wires in the "call room" to handle the immense business between the New York and Chicago markets.

Among the first of these additions was the private wire of Ware & Leland, of the Chicago Board of Trade. More recently a wire was put in for Thomson & McKinnon, who will be represented on 'Change by Selah Young, Jr., who has been in the grain trade for more than 40 years. Mr. Young will be assisted by John T. Schenck, who came from Chicago with T. J. Brosnahan, a member of the firm to make arrangements. Mr. Schenck has applied for membership in the Exchange.

\* \* \*

Paradoxical though it may seem, one of the oldest and best known members of the local grain trade is always considered young. I refer, of course, to Thomas S. Young, who recently passed his eighty-sixth birthday and received the hearty congratulations of his friends on 'Change, who felicitated him because of his vigor, both mental and physical, despite his advanced age. He possesses one record of which he is justly proud. While actively engaged in business he did not lose a single day because of illness and as a commuter from his home in Fanwood, N. J., on the New Jersey Central Railroad he bought 432 consecutive monthly tickets, practically all of which he used. This may be the world's commuting record.

Mr. Young was kind enough to give me an interesting item; namely, that since December 1 May wheat in Chicago has six times fluctuated 35 to 40 cents, which is undoubtedly a record for the magnitude of the range. As a matter of fact, roundly 5 to 10 cents even once or twice in such a short period would be considered large.

Several years ago Mr. Young was regarded as one of the largest traders in privileges in this market, but, of course, is idle now in this respect as such trading is not permitted.

\* \* \*

An exhibit of corn from Chile attracted considerable attention in local grain circles recently. The samples were displayed by K. A. Montgomery, a son of Archibald Montgomery, Jr., an old and prominent member of the New York Produce Exchange. Members of the local grain trade commented upon the unusually large size of the kernels and their comparative hardness, although they did not have the hard, flinty feeling of Argentine corn and seemed relatively light in weight. Another feature was the great variety of colors, white, yellow, orange, red, blue, brown, and some almost black. Although it was conceded that the variegated colors might not impair the quality of the grain, George H. K. White, chief grain inspector of the Exchange, stated that he would not grade the corn under

New York standards, largely because of lack of knowledge regarding its composition and properties. Mr. Montgomery had little information to give regarding the corn, aside from the belief that about 500,000 pounds would probably be available. As this is equivalent to only 10,000 bushels, it was generally agreed that it could hardly be considered as an important commercial proposition.

\* \* \*

Recent applications for membership in the Produce Exchange include the following: A. P. Schilthius of Schilthius & Co., grain merchants; Carl Sommer-Larsen of the Northern-Over-Sea Trading Co., exporters.

\* \* \*

Elick Lowitz of the Chicago Board of Trade has been elected to membership in the Produce Exchange, having taken over the private wire formerly operated by the recently dissolved firm of Finley Barrell & Co.

\* \* \*

One of the oldest and most popular members of the grain trade whose presence was greatly missed at the annual banquet of the oats trade was John B. Yeager. Mr. Yeager, who is prominent in the grain, hay, and feed business in Wilkesbarre, Pa., is also a member of the New York Produce Exchange. He has always taken a leading part in trade affairs, being one of the greatest "boosters" of these banquets. He has been confined to his home for several weeks with an attack of bronchial grip, but his friends were pleased to learn that he was improving steadily and would soon be back at the old stand.

\* \* \*

Wright S. Travis, one of the oldest and best known local dealers in grain, hay, etc., has formed for the purpose of perpetuating his business, a corporation known as Wright S. Travis, Inc. Of course, Mr. Travis is president. His son Walter W. Travis, is vice-president and secretary and H. M. Reeder is treasurer. These three, together with F. W. Travis and S. M. Ahern form the directors.

\* \* \*

Members of the grain trade, not only here but practically all over the country, heard with much regret that their old friend and associate, S. K. Fox, had been absent from business recently, having been sick for virtually the first time during his long business career, extending over 40 years, during which time he was a prominent figure and especially in corn in which line he was considered an expert. For many years he was the principal buyer for the leading corn starch manufacturers in the country. Subsequently much gratification was manifested when it was stated that he was improving, and might be back on 'Change ere long.

\* \* \*

Much sorrow, but little surprise, was manifested by members of the New York Produce Exchange, but especially in the grain trade, when the death of Oscar K. Lyle was announced. His passing away created no astonishment as it was known that he had been in poor health for over a year, and furthermore, had reached the ripe age of 76 years. Mr. Lyle, who had been identified with the grain trade for over 40 years, had achieved an enviable reputation as a crop expert, having travelled for about 30 years, not only in the wheat and corn belts, but also in the cotton belt, and it was estimated that during that time he had traversed around 20,000 miles a year. He was thoroughly conversant with plant life, and hence his judgment as to crop conditions was highly regarded, and moreover, he was esteemed, not only for his integrity, but for his kindly, unselfish disposition. He was especially popular among newspaper writers as he was invariably willing to help them as much as possible with regard to the crop situation.

Members of the grain trade throughout the country were partly indebted to Mr. Lyle's efforts for an improvement in the methods of issuing the official crop reports. In other words, through the efforts of Mr. Lyle and others the Department of Agriculture, after months, if not years of delay, finally saw the advisability of showing at certain periods the suggested wheat crop in bushels, as well as giving the percentage as formerly. This was considered a decided improvement because previ-



ously the various private compilations were often greatly at variance because of the different methods of compilation.

\* \* \*

The death was announced recently of Edward C. Bodman, aged 76 years, head of Milmine, Bodman & Co., one of the oldest and best known grain houses in the country. Much regret was manifested by members of the Produce Exchange, but little surprise, as he had been in poor health for a year or more, and hence was seldom seen on 'Change. Mr. Bodman was in business ever since a youth and established the old firm in 1860 with George Milmine in Toledo, but subsequently moved their head office to this city. A meeting of the members of the Exchange was held at which suitable resolutions of regret and condolence were adopted, of which a copy was sent to the members of the family. A large committee was appointed to attend the funeral.

\* \* \*

Members of the local grain, hay, and feed trades were sorry to hear of the sudden death of John L. Miller, aged 69 years, by heart failure. Mr. Miller had not been on 'Change frequently in the recent past as he had practically retired from active business, having accumulated a comfortable fortune, partly by judicious investment in real estate on the West Side. Mr. Miller was highly esteemed for his integrity and genial disposition.



AMONG the important matters affecting commerce over the Great Lakes route which were discussed at the annual meeting of the Lake Carriers' Association, was the report of the Grain Clearance Corporation of Buffalo, organized a year ago to handle the elevation, forwarding, etc., of grain at this end of the lakes. Archie Thompson, president of the corporation explained the operations of the body last season, telling how it lost its capital stock of \$40,000, besides incurring an additional indebtedness of \$19,000. It was suggested that an additional contribution of 12 cents per 1,000 bushels by the vessel owners would liquidate the \$19,000 debt, clearing everything up to January 1. A circular letter has been sent by the corporation to vessel interests explaining the situation and urging their support.

Harry Coulby, president of the Pittsburgh Steamship Company, owners and operators of one of the largest fleet of vessels on the Great Lakes, spoke in favor of the 12-cent payment but added that he was rather pleased that the corporation lost its capital stock. He urged the Lake Carriers' Association to support the Buffalo company and William Livingstone, president of the Association, promised to appoint a committee to confer with the Grain Clearance Corporation, the Dominion Marine Association and the Great Lakes Transit Corporation of Buffalo regarding the grain situation for next season.

Among other matters considered by the vessel owners were endorsement of increased wages for life-savers and members of the United States steamboat inspection service; better drinking water on lake vessels, wider and more safe channels and other improvements affecting lake traffic.

All the old officers were re-elected with two exceptions. L. C. Waldo withdrew from the Board of Directors and the recent death of J. H. Sheadle left another vacancy on the Board. D. W. Stocking of Detroit and Gordon B. Houseman of Cleveland were elected to fill the vacancies and J. A. Ashley of Cleveland was elected vice-president to succeed Mr. Sheadle.

\* \* \*

Grain men and elevator interests have taken an unusual interest in the break in diplomatic relations between the United States and Germany and the threatened war between the two nations. Many

views have been expressed on the matter but it appears to be the general opinion that neither the present situation nor actual war will have a great effect upon the lake grain trade. One member of the Buffalo Corn Exchange said:

It's true that war will cause grain exports to fall off unless troops are sent abroad and in that event exports may be increased, as cruisers will accompany merchant tonnage to protect it from submarines. Wheat will be in demand to feed any foreign army we may send. There will also be a demand for ships as transports and the Government could commandeer lake vessels, but there is little likelihood of this, as there is a big demand for lake tonnage to bring the grain down the lakes to Buffalo. These, however, are mere speculations, for I do not believe there will be hostilities and the grain trade will be little affected.

\* \* \*

The greatest problem of grain shippers at Buffalo is the difficulty in moving grain to the seaboard. With a serious shortage of freight cars and with about 30,000,000 bushels of grain in storage in local houses, the movement of grain to the East is very slow. The movement is far behind the corresponding period of last year and because of the situation less than 30 per cent of the grain held in vessel storage for the winter has been elevated. Grain men say it is the worst tie-up in 15 years and if present conditions prevail the elevators will not be prepared for the opening of navigation in the early spring.

\* \* \*

A new line of defense has been offered in the demurrage case of the Acme Steamship Company, owners of the steamer *E. F. Holmes*, against part of the grain cargo carried by the vessel on its last trip of the 1915 season. The action is on trial before United States District Judge Hazel in admiralty term of court. The steamship company libeled 133,000 bushels of the *Holmes'* grain cargo to secure damages for \$9,000. It is claimed the boat arrived in Buffalo December 5, 1915, expecting to get away in time to make another trip, but insurance expired on December 12, and the ship did not begin to discharge her cargo until eight days later and it was not until January 4, 1916 that the entire cargo was unloaded. The defendant claims the grain had been contracted for shipment via the Pennsylvania Railroad to Baltimore, but that the road had placed an embargo on all grain from Buffalo to Baltimore, so it was impossible to get the ship's cargo unloaded within the time limit.

\* \* \*

Elevator officials are co-operating with the municipal authorities in an effort to make the Safety First Exposition a big success. The affair will be held in the Broadway Auditorium, formerly the armory of the 65th Regiment New York National Guard, on the afternoon and evening of February 24. There will be Safety First exhibits of protective appliances for use in grain elevators and mills as well as other industrial establishments. Among the features arranged will be drills by the police and fire departments. The exposition is being supported by all employers in an effort to aid in the reduction of accidents.

\* \* \*

An action has been started in United States Court for the Western District of New York by the Crosby Transportation Company, of Milwaukee, Wis., owners of a fleet of lake grain carriers, against the Marine Elevator Company, of Buffalo to recover \$10,214 for damages alleged to have been received by the steamer *Conestoga*. It is charged that on December 5, 1916, while the vessel was having a grain cargo unloaded at the Marine Elevator, a grain leg broke and fell into the hold, damaging the ship.

\* \* \*

A. W. Thompson of the Wilson Company, Cleveland, Ohio, has been elected president of the Grain Clearance Corporation of Buffalo. Mr. Thompson succeeds Joseph B. Rodgers, who has held the office since the organization of the company about a year ago. Other officers elected at the annual meeting of the corporation were: Vice-president, George E. Pierce; treasurer, C. H. Williamson, and secretary, James A. Stevenson. Among the out-of-town members who attended the meeting were D. T. Helm of Duluth and W. H. McGean and A. W. Thompson of

Cleveland. Routine matters regarding the handling of ex-lake grain at Buffalo were discussed.

\* \* \*

The New York State Retail Feed Dealers' Association, which was attacked by the Wicks Investigating Committee of the New York state legislature, as previously reported in this column, voted to dissolve on February 8 and the state convention which was being held at Binghamton, N. Y., was adjourned without carrying out the previously arranged program. In its report to the attorney general a short time ago, the Wicks Committee recommended prosecution of certain officers of the Association, particularly H. M. King of Waterville, the secretary. The committee held a series of hearings in cities and rural districts throughout New York State and at all points, farmers and small dealers charged the Association with conspiracy to prevent them from buying feed and other grains in carload lots. Among the hearings held were several in Buffalo, Lockport, Jamestown and other western New York cities and towns. With the Association's announcement of its decision to dissolve, the Wicks Committee and the New York State attorney-general says there will be no prosecution and no further allegations against the Association's officers and directors.

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Maxwell M. Nowak of the Nowak Milling Company, and George E. Pierce of the Wheeler Monarch and Evans Elevator Company were elected members of the Board of Directors of the Buffalo Chamber of Commerce at the annual meeting.

\* \* \*

Local grain men and officers of the Corn Exchange have received word from the chief of the provincial police of Winnipeg, Man., offering a reward of \$1,000 for the arrest of Frank S. Burgess, who is wanted for the alleged forging of an endorsement to a bank check while employed as Winnipeg manager of the Canadian Government Elevator Company. It is charged that by this act Burgess obtained more than \$7,500.

\* \* \*

Considerable interest was aroused among grain shippers and elevating interests in Buffalo last month by the announcement that the Interstate Commerce Commission has set aside all proposed increased charges for storage of grain in elevators and cars at Atlantic ports while awaiting export. These increases were attacked by the Baltimore Chamber of Commerce, the Philadelphia Commercial Exchange and other commercial organizations, including representatives of the Buffalo Corn Exchange. Local grain men declare the proposals made by the trunk line railroads were designated as a measure to relieve the congestion at Atlantic Seaboard ports and to insure, through enforcement of penalties, a freer flow of grain through the elevators. Much of the millions of bushels of grain shipped to Atlantic Seaboard ports from Buffalo for export to the warring nations of Europe would have been affected. It was also contended by the railroads that the increased charges would prevent the premature shipment of grain from Buffalo to the seaboard without export contracts or prior to making arrangements for its ocean transportation. The Commission has upheld grain shippers at Buffalo and other cities by holding that the objects sought by the railroads should be obtained by other methods than the one proposed which would place heavy penalties upon the grain traffic. The proposed increases in storage charges varied slightly at different ports and the elevators affected have a combined capacity of more than 16,000,000 bushels.

\* \* \*

William Livingstone, president of the Lake Carriers' Association has appointed a special committee to meet with a committee of the grain Clearance Corporation of Buffalo, the Great Lakes Transit Corporation of Buffalo and the Dominion Marine Association of Canada for the purpose of continuing the plan of handling grain at receiving ports. There is still considerable grain afloat at Buffalo and the joint committees will probably not meet until early in March, when they can get a better line on the work. Those on the committee ap-



John J. Boland, A. E. R. Schneider, C. C. Canfield, pointed by the lake carriers are: Harvey D. Goulder, J. T. Kelly and George A. Mann.

\* \* \*

Godfrey Morgan, manager of the Kellogg Elevator, and Donald Kellogg, son of Spencer Kellogg, owner of the Kellogg grain storage structures along the Buffalo River, have returned from a three-months' trip through the Orient. They visited parts of China, Japan, the Philippines and Siberia.

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Henry Schaefer, who for many years has been prominent in the retail feed business at Seneca and Emslie Streets, and a member of the Terminal and Grade Crossings Commissions, shot and killed himself in the attic of his home. Judgments aggregating \$5,000 had recently been obtained against him and a sale on execution of these judgments was threatened.

\* \* \*

Among the recent visitors at the offices of grain merchants in the Chamber of Commerce Building has been Henry Jopling, prominent wheat grower of Grand Forks, N. D. This was Mr. Jopling's first visit to Buffalo in more than 15 years and he was greatly impressed with the large number of new grain handling structures along the waterfront. He said it was too early to anticipate next season's wheat crop and added that the extreme wet weather was responsible for the poor crop in the Dakota's last year.

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Resolutions urging the lifting of railroad embargoes on feed and grain shipments to farmers were adopted at the closing session of the Western

## THREE CEREAL KINGS

The last two years haven't been pleasant ones for most kings, their jobs have not been envied by anyone, but the three American cereal kings are in rather a different class. They are reaping the harvest of hard work, care and judgment by which they attained their crowns, and are entitled to the full measure of reward which has come to them. The term "American" is used in its wider sense for one of these men is a Canadian, Seager Wheeler, who last year carried off the first prize and sweepstakes for wheat at the International Soil Products Exhibition at Wichita, Kan. These prizes did not come as a result of a special crop. He has been taking prizes for years and in 1912 took the Sir Thomas Shaughnessy \$1,000 purse for wheat. Each year he selects seed wheat from the standing grain and breeds to the highest type. The result of this industry and patience is his title of wheat king of the world.

The corn king is Willard Zeller of Cooper, Iowa. He began breeding seed corn away back in 1908, and now his crop averages from 120 to 140 bushels to the acre. He has carried off state prizes for the past seven years and at San Francisco, against competitors from all parts of the country, carried off the first bushel sweepstakes award. With corn

going to be of more economical help to us than cotton was.

First: No country has ever adopted an appropriate crop more quickly and completely than have some of the Southern States in the matter of velvet beans. We have seven or eight types now, and a new type just in this year, the Osceola, which is a most remarkable one. Our oil mills are grinding up these beans in the pod all over the South, which gives us a dairy and general cattle and hog feed that carries 19 per cent protein, 51 per cent carbohydrates and 5 or 6 per cent fat. It is being sold at wholesale by the oil mills at about \$28 a ton. We grow these beans largely in corn, and the corn stalk supports the climbing branches. It does not hurt the corn; in fact it increases the next corn crop on the same land 20 or 25 per cent through nitrogen as stored.

The beans grow in pods and there are anywhere from six to 20 pods to the bunch; sometimes a bunch may be even double. These bunches can be picked by hand, 700 or 800 pounds a day, or almost nearly  $\frac{1}{2}$  ton. Every acre in this corn should give at least one ton of beans in the pod, sometimes there are  $1\frac{1}{2}$  tons, and occasionally 2 tons. The farmer has no trouble today in getting \$20 a ton for beans in the pod at the oil mills. We have thus doubled in value our corn crop. The seed cost is insignificant, for these beans can be sold now in the South at wholesale at \$1.50 per bushel. The type most used is the 100-Day Speckled Velvet Bean. Only a peck is needed per acre, about 4 feet by 2 feet in corn, as planted along with corn in April.

Second: We have been dependent largely upon our cottonseed for our oil for making compound



WILLARD ZELLER, CORN KING



SEAGER WHEELER, WHEAT KING



H. E. KRUEGER, BARLEY KING

New York & Pennsylvania Millers' and Feed Dealers' Association, which held its annual convention in Buffalo early in February. Sessions of the convention were held at the Hotel Statler and more than 50 members of the Association were present. It was explained that the situation confronting the farmer is grave and that because of the feed shortage, farmers are disposing of their cattle and poultry. The Association wants preference given by the railroads to domestic rather than foreign shipments of grain and urges the Interstate Commerce Commission to take action. Copies of the formal resolutions will be sent to all western New York and Pennsylvania rail lines. J. R. Mulkie of Union City, Pa., presided at the sessions of the convention. Fred E. Pond, secretary of the Buffalo Corn Exchange, welcomed the millers and feed dealers to Buffalo and Henry R. Wilbur of Jamestown, responded. Others who spoke were L. L. Warner of Niobe, who humorously described his 25 years experience in the feed business and H. C. Elwood who talked on service. E. T. Williamson of the Traffic Bureau of the Buffalo Chamber of Commerce who spoke briefly on transportation problems declared that the Interstate Commerce Commission is handling such an abnormal amount of business that it is practically swamped with complaints.

WESTERN roads have placed an embargo on grain for shipment to Chicago and other eastern points.

at present prices this king certainly is not worrying about his exchequer.

Wisconsin has built up an enviable reputation for its pedigreed seed grains. One of the largest contributors to this reputation is H. E. Krueger, of Beaver Dam, Wis., who has so many certificates, medals, ribbons and trophies for his barley that he loses count after noting a thousand or so. For 10 consecutive years he has won the international barley sweepstakes and in the meantime has received \$4,754 in cash prizes, and only Mr. Krueger knows how much for his pedigreed seed.

## RESOURCEFULNESS IN AGRICULTURE

BY N. L. WILLET.

The wizard of today, as was said in a recent number of the "American Grain Trade," does not depend upon incantations; and this is especially true of the agricultural wizard. Our waning cotton industry of this country (and it is a problem hereafter whether under total boll weevil conditions we can make even one-half crop) brings us squarely up against a wall. If we lose half of our agricultural industry through cotton, just what shall we do? It is either starve or get something else as a substitute; and it is just here that the resourcefulness of agriculture comes in. We are finding absolute substitutes for cotton growing, and the best thinkers of the South today believe that these substitutes are

lard, and upon cottonseed meal for dairy use and for making fertilizer out of. Our velvet bean meal is being used as a substitute feed as per above for cottonseed meal. As for oil, we are finding that the white Spanish peanut pressed in the pod (and also done by our oil mills) gives us a better oil and sweeter and cleaner, and which requires no more refining, than the cottonseed oil. Peanut oil is just as good as olive oil. We can grow at least 60 to 85 bushels per acre of these peanuts. The oil mills have been paying \$1.25 a bushel for the peanuts.

The peanuts are easily grown on poor land and are far more cheaply grown than is cotton. Machinery for growing them is simple. These peanuts are now in tremendous demand in the South. It is believed that we have a better thing agriculturally in peanuts, than we have in cotton at 15 cents. The peanut meal (the shells and meat being ground up together) is the very finest of feed. While peanuts in their raw state filled with oil will make hog flesh soft, peanut meal makes hard hog flesh. The way that some of our farmers work the peanut matter is to sell to the oil mill, say, a ton of peanuts in the shell at \$85 or thereabouts, and then buy back the peanut meal, paying the oil mill \$35 per ton. As a ton ought to be grown per acre, the farmer thus gets about \$50 plus one ton of good feed for his acre in peanuts.

The future of our cotton oil mill under this waning cotton industry seemed pretty blue, but these two products, velvet beans and peanuts, are making up for all of this loss.





## IOWA

J. L. Prim & Son of Powersville have taken possession of the elevator at Eldora, Iowa.

Plans have been formed for the organization of a Farmers' Elevator Company at Brayton, Iowa.

The elevator located at Easley, no p. o., Iowa, has been purchased by H. F. Dohrman of Farnhamville.

The farmers elevator at Lohrville, Iowa, has been disposed of to R. N. Jefferson, Fred Buffham and Mr. Gower.

The coal business of the firm Queal & Co., at Bancroft, Iowa, has been purchased by the Farmers Elevator Company.

A co-operative company is to be organized at Cooper, Iowa, by the farmers in that vicinity and a new farmers elevator built.

Plans are under consideration by the Clark Grain Company of Rippey, Iowa, for the construction of a modern 40,000-bushel elevator.

The old elevator located at Wellsburg, Iowa, has been purchased by D. J. Peters. The plant was formerly owned by S. Classen.

A building permit has been granted to the Hynes Elevator Company of Omaha, Neb., for the erection of an elevator costing \$40,000 at Council Bluffs, Iowa.

Plans are being formed for the organization of a farmers elevator company at Ogden, Iowa. After the organization has been completed, the concern will build a modern grain elevator there.

Announcement has been made by Greig & Stockdale, of Estherville, Iowa, whose elevator burned down during the month of December, that they will rebuild their elevator and have it ready for operation by summer.

Farmers in the neighborhood of Granite, Iowa, have formed a co-operative elevator company and elected the following officers: President, Hans Buesen; vice-president, O. J. Feay; secretary, Wm. Grotewold; treasurer, C. T. Swanson. The company has completed arrangements for the purchase of the M. E. Silvius Elevator at Granite.

## MISSOURI, KANSAS AND NEBRASKA

A farmers elevator may be erected at Anoka, Neb. Operations have been started in the elevator at Ames, Neb.

A farmers' elevator is to be built, it is reported, at Duquoin, Kan.

Reports state that a farmers elevator is to be built at Cuba, Kan.

The elevator of the Farmers' Union at Home, Kan., has been completed.

Electricity is being installed in the elevator and mill located at McCune, Kan.

The Farmers' Union has purchased the elevator of Chas. Tripp at Centralia, Kan.

An electric motor is to be installed in the elevator of J. R. Wolfe at Lewis, Kan.

The elevator at Minatare, Neb., has been reopened by the Central Granaries Company.

The Harriman Elevator at Pilot Grove, Mo., has been taken over by J. A. Brownfield.

The Anchor Elevator located at Carroll, Neb., has been purchased by J. J. Mullaney.

A 30,000-bushel grain elevator has been completed at Hunter, Kan., for the Farmers' Union.

The Missouri Pacific Elevator at Republic, Kan., has been purchased by William A. Johnson.

A large grain elevator is to be built at Danville, Kan., for the Farmers' Union of that place.

The farmers around Oconto, Neb., are contemplating the erection of a grain elevator there.

The Evans Bros. have disposed of their Shubert (Neb.) elevator to Dick Curtis of Stella, Neb.

The R. I. Elevator at Scandia, Kan., has been purchased from Jos. Brown by W. A. Johnson.

The Farmers' Elevator Company of Aurora, Kan., will build a new elevator there, it is reported.

Farmers around Gerlane, Kan., are interested in the establishment of a farmers' elevator there.

The Farmers' Grange of Lancaster, Kan., is contemplating building a new grain elevator there.

A 12,000-bushel grain elevator is to be built at Dighton, Kan., for the Farmers' Elevator Company.

An elevator at Albert, Kan., has been purchased by the Central Grain Company of Hutchinson, Kan.

The elevator of Dick Curtis at Stella, Neb., has been disposed of by him to John Mayer of Auburn.

Incorporation papers have been filed for the Farmers' Elevator Company of Wilber, Neb. E. J. Spink is president; Jos. Bartos, vice-president; A. H. Schimerda, secretary; Jos. Houzik, treasurer; W. D. Russell, manager.

The Co-operative Association has plans made for the purchase of the elevator located at Colby, Kan.

P. D. Blake has disposed of his elevator at Humansville, Mo., to Edgar Newby of Clifton Hill, Mo.

Farmers and business men of Sharon, Kan., are interested in the erection of a co-operative elevator there.

The J. B. Geis Grain Company of Wilson, Kan., has purchased the old Claussen Elevator located there.

The Lincoln Elevator Company has sold its grain elevator located at Wabash, Neb., to John W. Colbert.

The Roberts Elevator located at Hooper, Neb., has been purchased by the Latta Grain Company of Tekamah.

Two automatic scales have been installed by the Davidson Grain Company in its elevator at Macksville, Kan.

A new motor has been installed in the elevator property of the Farmers Elevator Company at Syracuse, Neb.

A farmers elevator company may be organized at Winnebago, Neb., for the purpose of erecting an elevator there.

The Page Bros. have bought the elevator, which was recently purchased by C. F. Klammm, located at Detroit, Kan.

A new building is to be constructed, it is reported, for the Farmers' Elevator Company of Gresham, Neb., this spring.

The capital stock of the Aurora Elevator Company of Aurora, Neb., has been increased from \$25,000 to \$50,000.

A new 25,000-bushel elevator is to be built at Leigh, Neb., by the Farmers' Co-operative Mercantile Company.

Additional grain storage tanks are being built to the plant of the Leavenworth Milling Company, Leavenworth, Kan.

Transactions were recently closed transferring the Stockham Elevator at Arapahoe, Neb., to the Farmers' Equity Union.

An addition of 300,000 bushels' capacity is to be built at St. Joseph, Mo., for the Burlington Public Elevator Company.

The new Farmers' Union of Baileyville, Kan., has made arrangements for the construction of a new elevator there.

The Farmers' Elevator Company at Blue Springs, Neb., has made arrangements for reincorporating as a co-operative concern.

Farmers in the neighborhood of Lerado (r. f. d. Langdon), Kan., are promoting the erection of a co-operative elevator there.

The Overbrook Elevator at Overbrook, Kan., has been purchased by W. H. Dodridge who will take possession on February 15.

The elevator of the Farmers' Elevator Company at Clay Center, Kan., has been taken over by the Snell Mill & Grain Company.

A site has been sold in a new town, one mile west of Benson, Neb., on which a grain elevator will be built in the near future.

A 15-horsepower gasoline engine has been installed in the elevator of the Farmers' Union Elevator Company at Memphis, Neb.

The Updike Elevator Company of Omaha, Neb., has made arrangements for increasing the capital stock of the concern to \$1,000,000.

The Farmers' Elevator Company of Barnston, Neb., have decided to erect a grain elevator of 16,000 bushels' capacity at a cost of \$6,000.

J. W. Dunn, Paul Cosandier and Philip Cosandier have formed the Wheaton Lumber & Grain Company at Wheaton, Kan., capitalized at \$10,000.

Articles of incorporation have been filed for the Farmers' Elevator Company of Panama, Neb. J. W. Copley, F. S. Tilton and R. G. Dickson are interested. The company is capitalized with stock amounting to \$10,000.

The Burlington Railroad has made plans, it was recently announced, for the erection of a grain elevator of 2,000,000 bushels' capacity at Omaha, Neb., this summer. The plant will be of concrete construction, modern in every respect, and will be built so that the capacity can be increased to 10,000,000 bushels if necessary.

The Dawson Grain Company's elevator at Yanka (Brainard p. o.), Neb., has been purchased by J. M. Rutt, formerly manager of the Farmers' Grain Company at Garrison.

The Farmers' Elevator Company of Cleveland, Kan., has let the contract for the erection of an elevator of 14,000 bushels' capacity to cost approximately \$5,800.

The 18 country elevators of the Kansas Grain Company of Hutchinson, Kan., and the 100,000-bushel plant located at Hutchinson have been sold to T. J. Holdridge of Wichita.

A reinforced concrete handling house and storage is to be built for the Topeka Flour Mills Company of Topeka, Kan. The additional storage will provide for 160,000 or 170,000 bushels, making total capacity about 235,000 bushels.

The Southwest Terminal Elevator Company of Hutchinson, Kan., has been incorporated there, capitalized at \$500,000. The company has already made plans for the erection of a 1,000,000-bushel wheat elevator there. E. E. Shircliff, J. R. Bolin, Paul Noble, Howard J. Carey, Wm. Kelly, Fred Cooter and G. D. Estes of Stafford are interested.

## WESTERN

An elevator is to be built at Buhl, Idaho, for the Farmers' Union Trading Company.

A grain elevator is to be constructed at Shelby, Mont., by W. C. Albee and N. D. McIver.

A large elevator is to be built at Mansfield, Wash., for the Farmers' Elevator Company this spring.

The corporate existence of the Eaton Grain and Coal Company of Eaton, Colo., has been discontinued.

New coal sheds are being built to the plant of the Farmers' Elevator Company at Reedpoint, Mont.

The Denton Milling Company expects to build a new elevator of 30,000 bushels' capacity at Denness.

An addition, 30x100 feet, is to be built to the grain warehouse of James Stanfill of Alpowa, Silcott p. o., Wash.

The new elevator of the Farmers' Equity Elevator Company at Ririe (r. f. d. Rigby), Idaho, has been completed.

Work is completed on the new elevator at Farmington, Mont., and operations are to be started in the near future.

Reports state that two elevator men contemplate establishing grain elevators at Cusker, a new town near Opheim, Mont.

Plans are under consideration for the erection of a large grain storage house and elevator at Hysham, Mont., by the Equity Society.

Plans have been completed for the Denver Elevator Company of Grover, Colo., for the construction of an elevator to cost \$12,000.

Articles of incorporation were filed for the Farmers' Elevator Company of Comanche, Mont. The capital stock of the company is \$15,000.

Preparations are being made by farmers around Shearer, near Wapinitia, Ore., for the construction of a grain warehouse there next spring.

The Farmers' Co-operative Company of Peetz, Colo., has completed its coal sheds and will conduct them in connection with its grain business.

The Balfour-Guthrie Company of Calipatria, Cal., has purchased a building and will remodel and equip it with modern machinery for handling grain.

The Keenesburg Farmers' Co-operative Elevator Company of Keenesburg, Colo., has let the contract for the construction of a grain elevator of 15,000 bushels' capacity.



ning line of warehouses with the Houser line in Whitman County and will reincorporate under the name of the Houser Warehouse Company.

The Drummond Equity Co-operative Association has been formed at Drummond, Mont., and will build a 50,000-bushel elevator and a large warehouse in the near future.

The Farmers' Elevator Company was recently organized at Roggen, Colo., capitalized with stock amounting to \$10,000. The company expects to construct and operate an elevator there.

Half interest in the Manning Grain & Warehouse Company at Colfax, Wash., has been disposed of by Seymour Manning to M. H. Houser of Portland. It is said that Houser will combine the Man-

A 40,000-bushel elevator has been completed at Ponlar, Mont., for the Equity Co-operative Association. The building is modern in every detail. The plant is also equipped with a flour house.

Articles of incorporation were filed for the Northwestern Grain Company of Seattle, Wash., capitalized with stock of \$25,000. K. N. Weeks, Arthur C. Nelson and R. Gjølme are interested.

The Astoria Grain Company, Astoria, Ore., and the Astoria Flouring Mills Company have been granted permission by the county court to store grain and grain products for compensation.

The Farmers' Elevator Company, recently organized at Columbus, Mont., has started operations in the elevator acquired from L. Doane Dixon. The establishment is to be conducted on a co-operative plan.

The Farmers' Co-operative Company has been organized at Calhan, Colo. The company will build an elevator and coal sheds. R. B. Harrison is president; F. B. Saucerman, vice-president; Frank Kohler, secretary-treasurer.

## SOUTHERN AND SOUTHWESTERN

A grain and feed business is to be conducted at Alva, Okla., by Simon Shelley.

The elevator of the Leger Mill Company of Altus, Okla., is to be remodeled and enlarged.

A brick warehouse is to be constructed at Clarks-ville, Ark., by the Laser Grain Company.

A grain elevator is to be constructed at Gaines-ville, Ga., for the Carter Grocery Company.

A 100,000-bushel elevator is to be erected for the Chattanooga Cereal Company, located at Chattanooga, Tenn.

A new grain elevator may be erected, it is said, at Lewisburg, W. Va., for the Aquilla Milling Company.

The Dazey-Moore Grain Company, it is said, will increase the capacity of its plant at Ft. Worth, Texas.

G. G. Kemo Grain Company is interested in the erection of a new grain elevator at Chillicothe, Texas.

The grain elevator of the Dock Board at New Orleans, La., commenced receiving grain on February 1.

Reports state that Henry Warden is interested in the construction of a grain elevator at Fredericksburg, Va.

Construction work has been completed on the new elevator of W. A. Thomson & Co., located at Louisville, Ky.

A new 15,000-bushel elevator is under course of erection for the Hale Center Elevator Company of Hale Center, Texas.

A branch house is to be opened up at Malvern, Ark., for the C. J. Horner Mill and Elevator Company of Hot Springs.

An automatic scale has been installed in the plant of the Farmers' Grain & Supply Company located at Thomas, Okla.

The capacity of the plant of the Burrus Mill & Elevator Company of Ft. Worth, Texas, is to be increased to 150,000 bushels.

The Harbor Board of Houston, Texas, has started a movement for the erection of a grain elevator of 1,000,000 bushels' capacity there.

A 500,000-bushel elevator is to be built at Sherman, Texas, by the Phoenix Public Elevator Company of which B. F. Smith is manager.

Ed. Bonebrake, S. M. Irvin and H. A. Cadwalder have formed the Dustin Grain Company of Oklahoma City, Okla., capitalized at \$10,000.

The Choctaw Elevator located at Kingfisher, Okla., has been purchased by the Farmers' Elevator Company for the consideration of \$8,000.

The farmers' elevator at Eddy, Okla., has been purchased by the Blackwell Mill & Elevator Company. The company will remodel the plant.

Incorporation papers have been filed for the Canton Elevator and Grain Company of Canton, Okla. The company is capitalized with stock aggregating \$5,000.

The \$20,000 plant of the Century Grain and Feed Company at Memphis, Tenn., is to be rebuilt if

present plans materialize. The plant burned just recently.

Capitalized at \$10,000, the Rewoda Milling Company was organized at Carthage, Tenn., by A. C. Read, T. B. Read, R. W. Boston, J. S. Read and J. C. Davis. The company will deal in and mill wheat and other grain.

The Durrett Flour & Grain Company was organized at Fort Smith, Ark., capitalized at \$20,000. S. M. Durrett, W. S. Gunning and J. H. Staley are interested.

New machinery is to be installed in the elevator of the E. O. Billingslea Grain Company of Frederick, Okla., increasing the capacity to almost 20,000 bushels.

Clarence T. Scott, J. W. Gerhardt and J. N. Whisler have organized the Watonga Grain Company of Watonga, Okla. The company is capitalized with stock of \$10,000.

D. F. Muck, O. Beck and H. Green have formed the Farmers' Grain & Supply Company to operate at Lambert, Okla. The capital stock of the company amounts to \$5,000.

A 42x90-foot grain elevator is to be constructed at Roanoke, Va., for the Roanoke City Mills, J. W. King of Johnson City, Tenn., president. The concern will also build a new flour mill.

H. G. Gaw & Co., Inc., was recently formed at Stuarts Draft, Va., H. G. Gaw, principal incorporator, and will carry on a grain and fertilizer business. Capital stock of the concern is \$15,000.

A new grain elevator is to be constructed at Electra, Texas, for the Farmers' Elevator Company, J. B. Ferguson, manager. The plant is to be of reinforced concrete construction with capacity of 50,000 bushels.

The Burrell Engineering & Construction Company of Chicago, Ill., has been awarded the contract by the E. G. Rall Grain Company of Fort Worth, Texas, for the erection of its new 200,000-bushel grain elevator.

Incorporation papers have been filed for the Acme-Jones Company of Louisville, Ky., capitalized at \$30,000. The company will engage in a grain and cereal business. Edgar H. Evans, J. H. Jones and W. J. Gathof are the incorporators.

Incorporation papers have been filed for the H. G. Tolbert Grain Company of Littlefield, Texas, capitalized with stock aggregating \$6,000. H. G. Tolbert of Littlefield, U. S. Strader, Miami, Texas, and W. W. Gwynn of Woodward, Okla., are the organizers.

The Wichita Mill & Elevator Company of Wichita Falls, Texas, has just completed the construction of an addition to its export elevator which increases the capacity of the plant from 477,000 bushels to 650,000 bushels. The export elevator of this company consists of 16 concrete tanks, each 90 feet high.

## INDIANA

A preliminary certificate of dissolution has been filed by the Farmers' Grain Company of Fairmount, Ind.

The Neola Elevator Company, a corporation of Illinois, has filed a certificate of its business in Indiana.

Plans have been made by farmers in the neighborhood of Richvalley, Ind., for the construction of a grain elevator.

The Farmers' Elevator Company of Fairland, Ind., has been organized. The company expects to build a new elevator there.

The Montmorenci Elevator Company of Montmorenci, Ind., has completed a large cob burner, built of brick, 18x20 feet.

O. Gandy & Co., of South Whitley, Ind., have purchased the Arcola Elevator which was recently put into the hands of a receiver.

Benj. Noftger's elevator at Walnut (r. f. d. Argos), Ind., has been purchased by Harley Dawson for the consideration of \$12,000.

A charter has been granted the Farmers' Grain Company to operate at Fowler, Ind. The organizers are: Perry Stembel, Eldon F. Jones and P. Otto Pape.

Frank L. Hoover, Michael Kanne, Chas. F. Stackhouse and Jay W. Stockton have formed the Farmers' Grain Company of Rensselaer, Ind., capitalized at \$14,000.

The G. L. Watson Elevator Company recently organized at Redkey, Ind., capitalized at \$15,000, has made plans for the erection of a new elevator with a capacity of 35,000 bushels.

Incorporation papers were filed for the Hardin Grain Company of Fortville, Ind. Capital stock amounts to \$20,000. Fred V. Hardin, Edw. S. Goodrich and Percy E. Goodrich are interested.

Articles of incorporation have been filed for the Vandallia Elevator Company of Colfax, Ind. The

company, capitalized at \$6,000, was formed by John M. Waugh, Lloyd A. Waugh and Chas. F. Fery.

The Farmers' Mill & Elevator Company of Columbia City, Ind., was organized capitalized at \$40,000. The company will deal in grain and farm products. The directors of the concern are: William H. Hamilton, Marion Egoft and Byron Yohe.

## THE DAKOTAS

A new farmers elevator company is to be organized at Selz, N. D.

The elevator of the Great Western Grain Company at Maza, N. D., has been closed down.

The Great Western Elevator at Brentford, S. D., has been leased by the Farmers' Elevator Company.

The Farmers' Elevator Company of Vilas, S. D., is planning on erecting a new grain elevator there.

A farmers elevator company is to be organized at Selfridge, N. D., to build an elevator there during the summer.

Plans are under way for increasing the capacity of the elevator of the Farmers Elevator Company at Stanley, N. D.

An automatic scale has been installed in the plant of the Kanning Grain Company located at Karlsruhe, N. D.

The Thorpe Elevator Company has closed down its elevator located at Gwinner, N. D. The plant will be reopened next season.

The Farmers' Elevator Company of Tripp, S. D., has entered the livestock business there in connection with its other business.

Plans are under consideration by the Farmers' Elevator Company of Omamee, N. D., to change that concern into a co-operative company.

The elevator and coal sheds of Mesick-Stangeland Company at Onida, S. D., has been disposed of by that company to Wm. Irwin of Blunt.

For the purpose of building and conducting a grain elevator at Ardoch, N. D., the Ardoch Equity Elevator Company has been organized.

The Salvard Elevator at Minot, N. D., is to be rebuilt. The plant burned some time ago with losses of \$5,000 and 1,000 bushels of grain.

A new elevator firm has been formed at Parker, S. D., to operate as Judge & Hinrichs. The company will have its headquarters in Judge's new elevator.

## EASTERN

A new elevator is to be constructed at Gaithersburg, Md., in the near future.

Interest in the elevator at Stokesdale (p. o. Kress), Pa., has been purchased by M. C. Horst.

A large grain elevator is to be built at Albany, N. Y., by Wholley & Cherry, dealers in grain, feed, hay and straw.

Reports state that an elevator and feed mill located at Fulton, N. Y., was recently purchased by W. T. Reynolds & Co., of Poughkeepsie, N. Y.

A warehouse is to be constructed at Baltimore, Md., for the Spring Garden Warehouse Corporation. Grain and general merchandise will be stored in the new plant.

Capitalized at \$75,000, the Shaner Elevator Company was organized at Jersey City, N. Y. F. D. Shaner, Adam Steer and Philip Halpen are named as incorporators.

The East Bridgewater Farmers' Co-operative Elevator Company has been granted a charter to operate at East Bridgewater, Mass. The capital stock of the company is \$10,000.

The Vincent Bros. of Bridgeport, Conn., will occupy their new headquarters after April 1. Machinery is being removed from the old Terry Elevator, which was sold to John R. Woodhull recently, to the new site.

## OHIO AND MICHIGAN

C. E. Lloyd has purchased the elevator of Frank McDowell at Bloomingburg, Ohio.

Reports state that a modern, electrically operated elevator is to be installed at Republic, Ohio.

A farmers co-operative grain elevator and livestock association is to be formed at Pulaski (r. f. d. Bryan), Ohio.

Construction has been started on the new elevator at Constantine, Mich. W. J. Thomas of Schoolcraft will be in charge.

The Square Deal Co-operative Association of Charlotte, Mich., expects to either build or buy an elevator there to be conducted on a co-operative plan.

Farmers at Albion, Mich., have made plans for the organization of an elevator association. The company will buy the brick elevator already located there.

Articles of incorporation have been granted the McClure Elevator Company to operate at McClure, Ohio. The company is capitalized with stock aggregating \$25,000. W. H. Armbruster, A. F. R. Gar-



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ster, F. W. Fuller, John M. Miller and E. C. Reid are interested in the company.

Arthur Van Sickle of Ionia, Mich., has been appointed receiver for the J. D. McLaren Company of Plymouth, Mich., which conducts 12 elevators in the state of Michigan.

Repairs are being made in the plant of the People's Elevator Company at Fremont, Ohio. In the future all machinery in the establishment will be operated by electricity.

The interest of Wilbur Chapple in the produce and elevator concern, Chapple & Skeoch at Coral, Mich., has been sold by him to Ambrose Skeoch, son of his partner, J. E. Skeoch.

The Fostoria Farmers' Exchange, Fostoria, Ohio, has amended its charter increasing the capital stock from \$20,000 to \$50,000. The company has also adopted a plan to operate on a co-operative basis.

The Gates Elevator Company, Cleveland, Ohio, has finally agreed to pay back \$500 rent on building occupied by it and has signed a lease for one year. The elevator company sold the building about three years ago to the county but has been occupying it since then, rent free.

## MINNESOTA AND WISCONSIN

An elevator at Miliona, Minn., has been purchased by Albert Miller.

The new elevator at Farmington, Minn., is practically completed.

Moritz Hoeschen has closed down his elevator located at Freeport, Minn.

A large addition is to be built to the Farmers' Elevator at Blue Earth, Minn.

Repairs are to be made on the plant of the Capitol Elevator Company at Duluth, Minn.

J. W. Bailey has disposed of his elevator located at Horicon, Wis., to E. A. Linde.

Efforts are being made to have a farmers' elevator company organized at Glenwood, Minn.

A concrete driveway has been built for the Farmers' Grain Company of Woodstock, Minn.

Pitts & Fifer have purchased the 10,000-bushel elevator of E. Drescher at Millston, Wis.

The elevator of the State Elevator Company at New Germany, Minn., has been taken over by B. B. Mielke.

The Cargill Grain Company's elevator at Arcadia, Wis., has been purchased by Caleb and Frank Weisenberger.

The elevator of the Great Western Grain Company at Klossner, Minn., has been closed down until next season.

The Farmers' Co-operative Elevator Company of Belleplaine, Minn., started operations in its new plant recently.

The Federal Elevator at Kennedy, Minn., has been purchased from F. J. Shreck by N. R. Tacklind of Drayton.

The elevator of the Cargill Grain Company at Whitehall, Wis., has been purchased by the Pigeon Grain & Stock Company.

The Roseau County Co-operative Elevator & Mercantile Company of Badger, Minn., has completed plans for the erection of a coal shed.

The elevator of the Park Rapids Fuel & Supply Company at Park Rapids, Minn., has been sold by that concern to N. O. Quale of Dorset.

A new office has been built to the plant of the Farmers' Elevator Company of Hayward, Minn. Other improvements have also been made.

The elevator plant of the Cargill Grain Company at Galesville, Wis., was recently sold to Frank and Philip Weisenberger. The purchase price is named at \$4,000.

Attempts are being made to interest farmers in the vicinity of Brownston, Minn., in either erecting or buying a grain elevator, to be conducted on a co-operative basis.

Operations were started in the new elevator and grain-drying plant of the Smith-Parry Company at Milwaukee, Wis. The elevator has a capacity for 100,000 bushels of grain.

The interest of George Stodola of Klondike, Wis., in the Pound-Klondike Grain and Implement Company at Pound, Wis., has been disposed of by him to T. F. Knappmiller of Pound.

The elevator at Erskine, Minn., which has been the property of several business men in that vicinity and operated under lease by F. Mylerberg, has been purchased by J. H. Widness.

The management of the grain and produce business of the A. G. Wells Company with headquarters at De Pere, Wis., has been turned over by A. G. Wells to the other members of the concern.

Reports state that the Kenyon Farmers' Mercantile & Elevator Company of Kenyon, Minn., has made arrangements for the erection of a building next summer for the machinery department.

The charter of the Equity Co-operative Exchange of St. Paul, Minn., has been amended, and the capital

stock increased to \$1,000,000, from \$500,000. The capacity of the terminal elevator at St. Paul is to be doubled this season.

Victor T. Peterson has made arrangements to build a new grain elevator at Lake Lillian (r. f. d. Olivia), Minn., on the Luce Railroad as soon as that road is completed. He recently tore down a large grain warehouse at Atwater and hauled the lumber to Lake Lillian.

The contract has been awarded by the Milwaukee-Racine & Chicago Transportation Company for the erection of a new terminal elevator at Milwaukee, Wis., costing about \$400,000. The building proper will be 440 feet long and 107 feet wide and of fire-proof construction.

## ILLINOIS

A new farmers' elevator is to be constructed at Macomb, Ill.

The elevator of Scott Jordan at Millcreek, Ill., has been completed.

The elevator at Rossville, Ill., has been taken over by A. E. Long of Littleton.

The elevator located at Winslow, Ill., has been purchased by Sanford Larson.

Operations have been started by O. O. Ogle in his new elevator at Gladstone, Ill.

A new warehouse is being built by the Hammond Bros. near their elevator at Hayes, Ill.

J. C. McDowell and Bert Baum have purchased the old Archie Elevator located at Sidell, Ill.

The interest of L. F. Myers in the Chestnut (Ill.) Grain Elevator has been disposed of by him.

The elevator of Thomas Corbin & Co., at West Point, Ill., has been purchased by George Major.

Capitalized with stock amounting to \$12,000, the Harper Grain Company was formed at Harper, Ill.

Extensive improvements are to be made on the elevator plant of the Horton Bros. at Garrett, Ill.

The grain elevator of R. C. Parks located at Kirksville (r. f. d. Sullivan), Ill., has been traded by him with L. B. Scroggins of Sullivan for the latter's farm near Todd's Point.

# FIRES-CASUALTIES

Dover, Minn.—Fred Laudon's grain elevator was totally destroyed by fire.

Lostwood, N. D.—Fire consumed the Imperial Elevator here not long ago.

Minneiska, Minn.—The elevator of the Brooks Bros. was damaged by fire.

Trail, Minn.—The elevator of the farmers company at this point was destroyed by fire.

Mt. Jackson, Va.—J. I. Triplett's grain elevator and flour mill located at this point burned.

Clyde, Mich.—Fire destroyed the E. J. Sutton Elevator here with losses amounting to \$15,000.

Creston, Iowa.—The feed and flour business of Hart & Watson at this point was damaged by fire.

Frankford, Sta. Philadelphia, Pa.—The elevator located at this point burned with losses aggregating \$65,000.

Welcome, Minn.—The Rippe Grain & Milling Company's elevator was damaged by fire, to the extent of \$900.

Carson, N. D.—The farmers' elevator located here was damaged by fire on January 8 with \$45,000 loss; insurance, \$30,000.

Lucerne, Ind.—The elevator here operated by the O'Gandy Company of South Whitley, Ind., was damaged slightly by fire.

Weeping Water, Neb.—Olsen & Ring's elevator here burned with losses amounting to \$12,000. The company will rebuild.

Buffalo, N. Y.—Serious damage was done in the grain elevator of Spencer Kellogg & Son here by fire, on February 5.

Rochester, N. Y.—Fire damaged the grain elevator of the Mystic Milling and Feed Company here to the extent of \$500.

Minneapolis, Minn.—Slight damage was done to the Great Western Grain Elevator by fire starting from a dust explosion.

Mitchell, Ind.—On January 18, the feed store owned and operated by Thorne & Randolph was burned with \$10,000 losses.

Odessa, Wash.—The warehouse of the Seattle Grain Company located here was destroyed by fire together with 7,000 bushels of grain.

Naponee, Neb.—Reports state that an elevator located here was burned. The elevator is said to

Chas. Hartsook has disposed of his grain elevator located at Maquon, Ill., to M. E. Roberts of Galesburg.

Numerous improvements are to be made on the plant of the Farmers' Elevator Company at Galesburg, Ill.

Work has been completed on the new elevator owned by Paul Kuhn, located at Bongard (p. o. Villa Grove), Ill.

Farmers in the neighborhood of Fiatt, Ill., are interested in the establishment of a co-operative elevator there.

An electric motor has been installed in the elevator of the Farmers' Elevator Company located at Granville, Ill.

A 1,250-bushel automatic scale has been installed in the establishment of the De Long Grain Company at De Long, Ill.

The elevator at Stanford, Ill., has been purchased from the Farmers' Elevator Company by J. M. Murphy and E. R. Ewing.

A 1,250-bushel scale has been installed by the New Philadelphia Grain Company in its plant at New Philadelphia, Ill.

The elevator of John Lawson located at Redmon, Ill., has been equipped with an automatic scale of 1,000 bushels' capacity.

The Thos. Corbin & Co. Elevator at Carthage, Ill., has been taken over by Geo. Major. Possession is to be given on March 1.

If present plans materialize a large grain elevator will be built at Litchfield, Ill., for the Litchfield Farmers' Grain and Livestock Company.

The grain elevator of William Loveless at Taylorville, Ill., has been purchased by Chas. Moore, owner of the Farmers' Grain Elevator at Stonington, Ill.

Capitalized at \$15,000, the Catlin Farmers' Elevator Company was organized at Catlin, Ill. G. H. Taylor, O. H. Cord and C. E. Leverich were the incorporators.

Interest in James Barbour's elevator at Peotone, Ill., has been purchased by E. E. Esson. In the future the plant will be conducted under the firm name, Esson & Barbour.

have contained 2,000 bushels wheat and 20 tons coal.

Toledo, Ohio.—Wm. Kratz's warehouse burned together with \$10,000 worth of clover seed. Several men were injured during the fire.

Parker, S. D.—The elevator plant owned by Peter Meier burned to the ground on January 24. The loss is partially covered by insurance.

Memphis, Tenn.—The plant of the Central Grain Company here was burned with considerable loss. S. M. Bray and Huly Bray were the owners.

Yates Center, Kan.—On February 3 the elevator occupied by Harder & Weide burned. The elevator was valued at \$8,000 and the contents at \$1,500.

Beloit, Kan.—Losses of \$2,000 were sustained by the Beloit Seed Store, Glen Dawes proprietor, when that establishment was damaged by fire not long ago.

Raleigh, N. D.—The elevator here was totally destroyed together with 8,000 bushels wheat, 40,000 bushels bran and shorts and 21,000 pounds of flour. Loss, \$25,000.

Lancaster, Pa.—Severe losses were sustained by the Lancaster Seed Company when its plant was destroyed by fire. The loss was partially covered by insurance.

Judyville, Ind.—The elevator of the Davis Grain Company burned on February 3. About 12,000 bushels wheat and 1,500 bushels corn were also completely consumed.

Midvale, Idaho.—The warehouse of the Union Warehouse Company of Weiser, Idaho, burned on January 20. Losses involved amounted to \$30,000; insurance, \$25,000.

Henderson, Ky.—Slight damage was done to the grain elevator of A. Waller by fire. The fire started in the grain drier but was checked after damages of \$2,000 had been done.

McKees Rocks, Pa.—The building occupied by S. H. Morgan as a hay, grain and feed store was burned on January 22. It is estimated that damages of \$35,000 were done.

Aulon (r. f. d. Memphis), Tenn.—Fire totally destroyed the plant occupied by the Century Grain & Feed Company on January 24. The loss amounted to \$30,000. The buildings were owned by the United States Feed Company, and included an elevator, feed



mill and several out-buildings. The elevator only was held under lease by the Century company.

Savona, Steuben County, N. Y.—On January 31, the feed store of Marvin Ward burned with loss of \$3,000, partially covered by insurance of \$1,400. The origin of the fire is unknown.

Marion, Wis.—The Dodge-Hooker grain elevator located at this point burned. The origin of the destructive fire is not known. The loss is estimated at \$10,000 covered by insurance.

Morrisonville, Ill.—The elevator of Louis Johnson was destroyed by fire which started from the spark of a passing engine. About 8,000 bushels corn and several thousands bushels wheat were consumed.

Rushmore, Ohio.—D. R. Risser lost his elevator by fire of unknown origin. About 20,000 bushels of grain were stored in the elevator when the fire occurred. The building and contents were insured.

Groveland, McPherson County, Kan.—Together with about 4,000 bushels wheat the elevator of the Colburn Bros. burned. A granary and barn located near by was also destroyed. Loss, \$12,000; insurance, \$3,500.

Winnipeg, Man.—The elevator located here owned by W. F. Lea and conducted by the Canadian Farmers Hay Exchange was destroyed by fire on January 21. About 10,000 bushels of grain were also consumed. The loss amounted to \$40,000.

Geraldine, Mont.—The McCaull-Webster Elevator located at this point was damaged by fire to the extent of \$30,000. About 12,000 bushels grain were also consumed. The origin of the conflagration is not known. The loss is practically covered by the insurance carried.

Chapman, Kan.—With losses of between \$30,000 and \$40,000, the Perry Frazier Elevator was completely consumed by fire on January 11, the origin of which is not known. The plant contained a large amount of grain at the time of the fire, all of which was lost.

Burdett, Kan.—On January 19, the elevators of the Rock Grain Company and R. M. Norris were destroyed by fire which was caused by an explosion of a gasoline engine in the former elevator plant. A considerable quantity of grain was consumed. Losses were estimated at \$10,000.

The Newsome Feed & Grain Company, operating at Pittsburgh, Pa., will engage in business in the state of Virginia at Petersburg. The company has a capital stock of \$25,000. C. O. Inglefield will be in charge.

"The receipts of timothy hay to-day," say Toberman, Mackey & Co., of St. Louis, Mo., in their letter of February 12, "were moderate on both sides of the river. The demand was just about sufficient to take care of the receipts. The demand really should have been a little better to-day than it was, and believe it will be better in the next few days. It is our opinion that high grade timothy and mixed are going to hold strong in prices. We still believe, however, that the medium and lower grades of hay should be moved at least during this month or next. The demand for clover and heavy mixed is fair and will be good for some little time yet, but this hay should certainly be moved before the warm weather. The alfalfa market is strong on good stuff especially. Medium grades in fair demand. Prairie is quiet and especially dull on everything but high grade stuff."

## ST. LOUIS HAY MARKET

The Mullally Hay & Grain Company, St. Louis, Mo., in its letter of February 13, says:

Our timothy hay market during the past week ruled steady and firm. Receipts of hay were 335 cars compared with 364 the preceding week and 330 the week before with a good local demand for No. 1 and choice timothy and clover mixed causing a free movement on the best grades. There was a fairly good demand for No. 2 and lower grades as a great deal of such hay was taken for shipment and our market kept well cleaned up and is in good condition for fresh arrivals and we advise prompt shipments. Pure clover hay is in light offerings and demand good for high No. 1 and choice which is ranging in price from \$16 to \$17.50 per ton, though the demand for No. 2 and lower grades of clover and heavy clover mixed is not near so urgent as it has been for some time past and prices on medium and low grades of clover and heavy clover mixed are not ranging as high as they have been. The clover trade is pretty well supplied, consequently buyers are more particular in regard to the quality of clover they buy.

Prairie hay is in light offerings and the demand is good for high No. 1 and choice hay though the demand is very limited for scant No. 1 and lower grades and prices on poor grades of prairie are ruling easier and irregular.

Alfalfa hay is in light offerings and demand urgent for No. 1 and choice green, there is a fair demand for No. 2 though not much inquiry for low grades. The movement here on alfalfa, however, is very free and our market is practically bare and in a good condition for fresh arrivals. Choice is worth from \$21 to \$22.50 per ton, No. 1 from \$19 to \$20.50, No. 2 from \$14.50 to \$16, No. 3 from \$13 to \$14 per ton. Straw is in good demand at from \$8 to \$8.50 per ton.

## HUMPHREY ELEVATOR SALES

The Nutting Truck Company of Faribault, Minn., has recently installed a record number of its Humphrey Employee's Elevators throughout the country. The company has on hand numerous additional orders for these elevators and expects to ship them in the near future. Following is given a partial list of recent installations of Humphrey Employee's Endless Belt Elevators:

Kolvoord Milling Company, Hamilton, Mich.; Savannah Milling Company, Savannah, Ga.; Shane Bros. & Wilson, Hastings, Minn.; Kansas Flour Mill Company, Great Bend, Kan.; Yukon Mill & Grain Company, Yukon, Okla.; American Hominy Company, Indianapolis, Ind.; two Employee's Elevators for Chicago & Northwestern Railroad Calumet Terminal Elevator, South Chicago, Ill., and operated by the Armour Grain Company; John T. Gibbons, New Orleans, La.; Mead Johnson & Co., Evansville, Ind.; Kell Milling Company, Vernon, Texas; Capitol Elevator Company, Duluth, Minn.; Paris Milling Company, Paris, Texas; Scott County Milling Company, Sikeston, Mo.; Morton Salt Company, Hutchinson, Kan.; Chicago & Northwestern Railroad Company, Milwaukee, Wis.; Everett-Aughenbaugh Company, Waseca, Minn., and one at New Richmond, Minn.; St. Mary's Mill Company, St. Mary's, Mo.; M. J. Brandenstein Company, San Francisco, Cal.; The Samuel Hastings Company, Cairo, Ill.; Burley Elevator Company, Burley, Idaho; Equity Co-operative Exchange Elevator Company, St. Paul, Minn.; The Pillsbury Mills, Minneapolis, Minn.; Banner Grain Company, St. Paul, Minn.; Canadian Mill & Elevator Company, El Reno, Okla.; Buckeye Cotton Oil Company, Atlanta, Ga.; Farmers Milling & Mercantile Company, Berthoud, Colo.; Pueblo Milling & Elevator Company, Pueblo, Colo.; Crookston Milling Company, Crookston, Minn.; Royal Milling Company, Great Falls, Mont.; J. F. Weinman Milling Company, Guenther Milling Company, San Antonio, Texas.

# HAY, STRAW AND FEED

A feed store is to be opened up at Madison, Wis., by E. K. Collins.

A. N. Bunge & Son have entered the feed business at Waverly, Kan.

A new feed store has been started at Groesbeck, Texas, by E. A. Allen.

A feed business at Emporia, Kan., has been purchased by J. M. Slawer.

The feed and flour business has been entered into at Dewitt, Neb., by L. Griffeth.

McClaskey & Ray have sold the Toledo Feed Store, Toledo, Iowa, to W. H. Wenkster.

An addition is to be built to the feed store of A. B. Clintsman at Wilburton, Kan.

The Carson feed yard at Liberal, Kan., has been taken over by J. N. Stickler & Son.

Williams & Watson's feed store at Searcy, Ark., has been purchased by W. M. Vaught.

A new building is being built at Columbia, Mo., for the feed firm, Lyon Barkwell & Co.

The Middlebourne Feed Company of Middlebourne, W. Va., has sold out to Smith & Pratt.

The feed business of Wilbut Haucks at Cherryvale, Kan., has been purchased by Thos. McGuire.

The interest of E. R. Hughes in the feed business at Supply, Okla., has been purchased by R. W. Bass.

Ralph S. Gregory has established at Cannondale, Fairfield County, Conn., a new feed and grain business.

The feed and flour business of Geo. F. Green at Ashtabula, Ohio, has been taken over by Jas. Hewitt.

E. F. Rorabaugh's feed business at Colfax, Iowa, has been purchased by Milo Ward and Fred McDonald.

The Wadsworth Feed Company of Warren, Ohio, has increased its capital stock from \$15,000 to \$70,000.

The Cincinnati (Ohio) Chamber of Commerce has adopted the plugging system for hay received in that market.

Dennis Barrett has re-entered the feed business at Dalton, Ga., in the warehouse formerly occupied by him.

W. W. Latus has disposed of his feed, flour and grain business at Clayville, N. Y., to his son, Fred P. Latus.

Watkins & Co., of Creston, Iowa, have bought the property of the Boone Flour and Feed Company, Boone, Iowa.

Capitalized at \$50,000, Wright S. Travis of New York City has incorporated to deal in feed, hay, grain, flour, etc.

The capital stock of the Des Moines Flour & Feed Company of Des Moines, Iowa, has been increased to \$100,000.

H. H. Rudnick filed incorporation papers for the Black Rock Feed Company of Bridgeport, Conn., capitalized at \$10,000.

The interest of J. E. King in the Daisy Feed Store at Mendota, Ill., has been sold to Arthur Baumann of Welland.

At the recent election held by the Minneapolis (Minn.) Hay Board of Trade the following officers

were chosen to serve during the year 1917: President, W. E. Culbert; vice-president, W. T. Chapman; secretary-treasurer, George H. Quam; directors, Daniel Hagen, J. C. Cretty, P. Anderson, A. J. Howatt and L. Phelps.

Warnke & Morris of Stover, Mo., have rented a building and will engage in storing feed.

A. M. Thompson is interested in the establishment of a feed and flour business at Walter, Okla.

The Moran Grain Company of Moran, Kan., is building a new addition and will engage in the feed and flour business.

The capital stock of the Andrews & Spellman Company, feed, hay and grain dealers of Providence, R. I., has been increased.

Interest in A. E. Judd's feed store at Redlands, Cal., has been purchased by Chas. Stuber. They will operate as Judd & Stuber.

Parks & Willis have sold their feed and hay business at Seward, Neb., to Albert Weggins. Possession is to be given on March 1.

Pierce & Pendergast, owners of a feed and flour store at Phoenix, N. Y., have dissolved and are succeeded by Pierce & Gregg.

F. E. Goodman has opened up a feed and seed business at Kennett, Mo., and will operate as the Kennett Feed & Seed Store.

The feed store of the Morgan Milling Company at Hinckley, Minn., is to be taken over by the Farmers' Co-operative Association.

The Mississippi Grocery & Grain Company will open up a branch store at Yazoo City, Miss., R. E. Jones and A. E. Cohn in charge.

Capitalized at \$25,000 the Farmers' & Poultrymen's Exchange of Atlantic City, N. J., was organized to deal in feed and grain.

C. Bickley has taken over his partner's interest in the feed and flour and milling business of Dearborn & Bickley conducted at Stoughton, Wis.

T. J. Mahan, W. L. Smith, R. L. Reeder and J. E. Bell have formed the Smith Feed & Coal Company of Blytheville, Ark. The company is capitalized at \$10,000.

Interest in the Kraybill feed store at Abilene, Kan., has been purchased by Tom Easter. Hereafter the firm will operate as the Kraybill Feed Company.

The Roanoke Flour & Feed Company was incorporated at Roanoke, Va., capitalized at \$25,000. T. E. Mason is president; O. W. Tice, secretary-treasurer.

Stephen and Charles Simons have completed plans to conduct a hay, feed, grain and flour business at Ishpeming, Mich., under the name of the Simons Bros.

M. A. Donner has established the Buffalo Feed Company at Buffalo, N. Y. He was formerly secretary and treasurer of the Chippewa Feed & Grain Company of Buffalo.

M. Hirskey, A. Weiss and P. Felman have formed the Westchester Coal & Supply Company of Albany, N. Y., capitalized at \$5,000. The company will handle feed and grain.

Articles of incorporation have been filed by the Bracy Construction Company of Marion, Ill. The company is capitalized at \$30,000 and will deal in and manufacture flour and feed.



# Would You Like to Add \$1,000<sup>00</sup> to \$5,000<sup>00</sup> To Your 1917 Profits?

We have a very interesting, profit-making proposition for grain elevator men. This is the year for you to enter the feed business.

It does not even limit you to making \$5,000.00 additional profits in 1917.

When properly handled it is a bigger money-maker for you than your regular business. The percentage of profit is unusually attractive. The investment is very nominal. Your volume of profit is limited only by your diligence, enterprise and push.

We have dealers who make double and treble these amounts. Their opportunities are no better, if as good, as yours—their competition much greater. We want to tell you all about this money-making 1917 proposition we are offering dealers on

## SCHUMACHER FEED

and, in fact, on all our Horse, Hog, Dairy, Cattle and Poultry Feeds. We know from actual experience, if you have never handled feeds, especially our brands (the fastest and largest sellers in the world), you will be surprised and gratified at the handsome trade you can quickly build up and the extra good profits you will make.

Just drop us a wire, or write us, asking for full information and let us show you how you can increase your 1917 profits 'way beyond your most sanguine expectations. Do this—before turning another page—the big feed selling season is right now. Address,

**The Quaker Oats Company,**

Address: CHICAGO, U. S. A.

**P. S.**—Read this—just a word of actual proof.

**F. & T. Meyer & Co.**

DEALERS IN

**General Mdse. & Grain**

The Quaker Oats Co.,  
Chicago, Ill.

Dorchester, Ill.

Gentlemen:

We have handled several carloads of your Schumacher Feed this winter and we find our trade speaks very highly of it.

It makes a fine hog feed. Dandy for cows and some farmers use it to good advantage as a horse feed.

As a feed for laying hens in the winter it cannot be beat as our customers who used it for such brought in the eggs by the basketful, and their praise of it as a hen feed has helped us to make many a sale.

Yours truly,

F. & T. Meyer & Co.  
per J. T. Lancaster, Mgr.





## GRAIN TRADE PATENTS

Bearing Date of January 9, 1917

Grain or Hay Grinder.—Harvey Bennett Fortney, Hartman, Colo. Filed June 26, 1915. No. 1,211,566.  
Smut Machine.—Clarence McKinney, Amherst, S. D. Filed June 29, 1915. No. 1,211,734.

Bearing Date of January 16, 1917

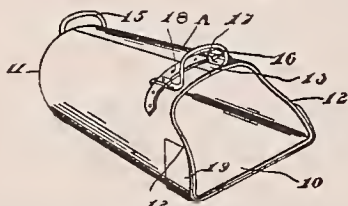
Apparatus for Drying Grain.—Gray Staunton, Muskegon, Mich. Filed August 4, 1913. Renewed June 12, 1916. No. 1,212,275.

Grain Tank.—Walter R. Veckruise, La Grange, Ill. Filed January 12, 1915. No. 1,213,041.

Grain Door for Cars.—Hans Sather, St. Paul, Minn. Filed September 18, 1915. No. 1,212,820.

Grain Scoop.—John Henry Worsell, Gull Lake, Sask., Canada. Filed June 7, 1916. No. 1,212,305. See cut.

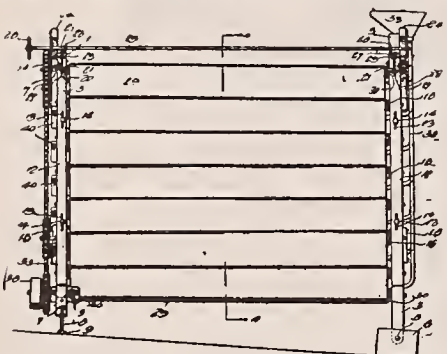
Claim: A scoop of the class described provided with a flat bottom and having the sides at the front end inwardly inclined and bent to form a curvilinear top, the rear end of the scoop being circular and provided with a plurality of orifices through the top thereof, handles secured to the rear and front end of



the scoop respectively, and a reinforcing rib embraced by the front handle and extending around the curvilinear top of the scoop, substantially as described.

Seed Cleaner and Separator.—William F. Hart-rampf, Forest Grove, Ore. Filed July 3, 1916. No. 1,213,101. See cut.

Claim: A seed cleaning machine comprising a frame including a pair of vertically movable upright bars, vertically spaced rollers whose ends are supported by said bars, and a seed handling belt having portions trained around the rollers; upper and lower parallel links at each end of the frame pivoted at their rear



ends to said frame and pivoted at or near their front ends to said vertically movable bars, the upper links being extended forwardly beyond said bars, rigid arms projecting forwardly from the frame above said upper links, a longitudinally disposed shaft carried by said arms, and means operable from said shaft for raising and lowering the upper links in unison, said means being connected with the projecting front ends of said links.

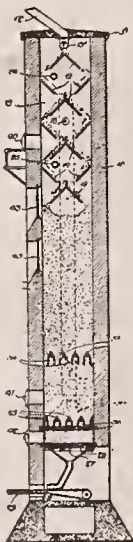
Bearing Date of January 30, 1917

Apparatus for Transferring Grain.—Charles H. Swarner, Wayne, Neb. Filed August 6, 1915. No. 1,213,971.

Bearing Date of February 6, 1917

Bleaching Grain.—Wynn F. Ellis, Chicago, Ill. Filed September 10, 1909. Renewed July 3, 1916. No. 1,214,526. See Cut.

Claim: In apparatus for bleaching grain, the combination of a structure having a chamber therein for



retaining a grain column, means for supplying a bleaching agent and moisture to said grain chamber above the grain column, means for producing a current downwardly through the column, and means for effecting a simultaneous withdrawal of the bleaching agent and moisture from across the body of said grain column.

## FIELD SEEDS

A pure seed bill is up before the state legislature in the state of California.

T. M. Byland is now engaged in handling farm seeds, feed and flour at Clarence, Mo.

The seed and grain business of W. T. Giese located at Wilsall, Mont., has been sold out by him.

Earl B. Slawson's seed and feed business, Greenville, Mich., has been taken over by D. L. Beardsley.

The Gem City Hardware & Seed Company was organized at Dayton, Ohio, recently, capitalized at \$20,000.

The Thomas J. Gray Company, Inc., of Boston, Mass., now occupies new quarters at 16 South Market Street.

The stock in the Oswego Seed and Grain Company, Oswego, Kan., formerly owned by C. O. Condon, has been purchased by I. D. Kirkpatrick.

The American Seed Trade Association has decided to hold its next convention at Detroit, Mich., on June 19, 1917.

Incorporation papers have been filed for the Atlantic Seed Company of Philadelphia, Pa., capitalized at \$16,000.

A large concrete warehouse is to be built by Young & Son, seed dealers of Hutchinson, Kan., for handling seeds and grain.

The V. Grasso Seed Company of San Antonio, Texas, succeeds the Grasso-Wolf Seed Company, which was recently dissolved.

Weddloher & Co., was organized at Springfield, Ill., to deal in seeds, flour and feed. The capital stock of the concern is \$80,000.

A new building is to be built at Los Angeles, Cal., by S. Murato & Co., who will add a seed department to their present business.

A modern power seed cleaner for cleaning alfalfa and other field seeds has been installed by E. G. Raymers of Marquette, Neb.

A new seed store has been opened by the B. B. Kirkland Seed Company at Columbia, S. C. B. B. Kirkland is proprietor; J. M. Polatty, manager.

Saxon P. Poyner is president of the new seed firm, the Poyner Seed Company of Dothan, Ala. The concern will engage in a retail seed business.

The Wisconsin Seed & Fertilizer Company of Oshkosh, Wis., has changed its name to the Oshkosh Seed Company. Carl Koewekamp is president.

Half interest in the Denison Seed Company, Denison, Iowa, has been taken over by Albert Weiss. E. C. Baum formerly held this interest in the concern.

On January 31, business men of Spokane, Wash., celebrated seed day. Grass, hay and grain seeds from the State Experiment Station at Pullman were on exhibition.

W. E. Sharpe is manager of the new seed firm, Lone Star Seed & Floral Company of Dallas, Texas. Mr. Sharpe was formerly connected with the David Hardie Seed Company.

The Dallas Seed & Produce Company was organized at Selma, Ala., recently, with G. B. Smith, president; L. P. Burns, vice-president; O. G. Kelley, secretary and treasurer.

The Hall Seed Company of Louisville, Ky., has made arrangements to enter into the wholesale seed business. Heretofore it conducted a retail seed and implement business.

The McMillan Bros. Seed Company of Atlanta, Ga., has been sold by that concern to W. H. Letton and J. C. DeFoor who will operate under the name of the Letton-DeFoor Seed Company.

The El Paso Seed Company of El Paso, Texas, is now occupying new warehouse headquarters. F. H. Feedback is president; D. Baker, vice-president; D. A. Harrington, secretary and treasurer of this concern.

The assets of Glen Dawes, formerly owner of the Beloit (Kan.) Seed Store have been purchased by Edw. Grotz. He has opened up a new seed and feed store under the name of the Grotz Produce House.

The American Seed Company of Fort Worth, Texas, has purchased the property of the Texas Saddlery Company located near there. The buildings on the site are to be remodeled and ready for occupation this spring.

A seed exchange bureau has been organized at Winnipeg by the Field Husbandry Department of the Manitoba Agricultural College. The bureau will test and examine seeds sent them by farmers for germination and will file them for reference and

supply to any inquirer the names and addresses of the owners.

A prominent seed company of Idaho has recently started to carbonize all the peas which it handles in order to check the spread of the pea weevil. The carbon disulphide gas destroys the weevil and larvae in the seed without in any manner affecting the seed.

Recently a pure seed bill was introduced in the lower house of the Kansas state legislature which provides for imposing of fine of from \$10 to \$50 (for the first offence) on any person or corporation guilty of selling mixed seed without first properly branding it as such. Selling Johnson grass, bind weed or dodder seed is prohibited. A standard of vitality is fixed as follows: 40 per cent for grass seed; 60 per cent for alfalfa, clover, kaffir, milo maize, broomcorn, feterita, and Sudan grass; and 75 per cent for all other seeds.

## CLOVER OUTLOOK

"Clover had big bulge this week. Advanced to new high levels for crop. Extreme advance over 50 cents. Not all held. Some profit taking. Advance remarkable in face of severe cold weather. Bulge caused by big, strong broad demand. All offers quickly taken. Will prices hold the advanced level? Large Indiana house thinks this week's advance is only a fair start. Reports exceedingly good trade several weeks past. If it continues thinks will certainly mean higher prices.

"Permanent February advances are against the rule. This year may be the exception. High general commodity prices are a factor. All values are relative. The good old American dollar isn't what it was a few years ago. Don't overlook this point."—Southworth & Co., Toledo, Ohio, in weekly letter of February 10.

Grain and  
Seeds

## SUNFLOWER SEEDS

Car lots and less.

EBERTS GRAIN CO., Nabb, Ind.

## MAMMOTH CLOVER WANTED

Also Red, Alsike, Timothy and Soy Beans. O. M. SCOTT & SONS CO., 600 Main St., Marysville, Ohio.

## WANTED

Medium, Mammoth and alfalfa seed, true to name. Mail sample and price to WALTER G. TRUMPLER, Tiffin, Ohio.

## WANTED TO BUY

Cane seed, kaffir, millet, alfalfa and clover seed. Mail samples and prices to FORT SMITH SEED CO., Fort Smith, Ark.

## WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

## SUDAN GRASS SEED WANTED

Will buy carloads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

## FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.



## ITALIAN OR ABRUZZI SEED RYE

We are planting 250 acres for seed purposes. Make us offer for 25 to 50 bushels per acre yield. September delivery, 1917. We are headquarters for peanuts, peas, velvet beans and pecans. Let us sell you. Want partner with experience and some capital. THE FARMERS' EXCHANGE, Cordele, Ga.

## SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

## Cochrane Quality Field Seeds Are the BEST THAT GROW

Twenty buying stations in the producing sections of Wisconsin and Minnesota enable us to buy the "cream of the crop." Write for quotations and samples.

**T. C. Cochrane Co.,** PORTAGE, WISCONSIN  
We want to buy Clover, Alsike, Timothy, Alfalfa White Clover.

## FLOWER, FIELD and LAWN SEED

**J. OLIVER JOHNSON**

WHOLESALE

SEED MERCHANT

1805-9 Milwaukee, Ave., Chicago, Illinois

## FIELD AND GRASS SEED SPECIALISTS

WANTED—Clover, Timothy, Alfalfa and other grass seed. Spelt, Barley cane and forage crops.

We pay highest market prices. Send us sample of what you have to offer, with your best prices.

**American Mutual Seed Co.,** Chicago, Ill.

## THE CRUMBAUGH-KUEHN CO.

We pay top prices for seeds. Your track or Toledo. Send samples.

TOLEDO, OHIO

**CLOVER**

Samples, prices, and our market letter upon request. Cash and futures.

ALSIKE TIMOTHY ALFALFA

GET IN TOUCH WITH US ON

# ALFALFA and MILLET

WE CAN SERVE YOU SATISFACTORILY

Write us for samples and prices

WHOLESALE DEALERS IN

GARDEN, FLOWER and FIELD SEEDS

**GRISWOLD SEED & NURSERY CO.**

LINCOLN, NEBRASKA



# Seeds

"Delivered Free"



Ask for samples and "delivered price" on Red Mammoth, Alsike, White Alfalfa, Timothy, Grasses, etc.

**CHICAGO SEED COMPANY**

CHICAGO, ILL.

**L. TEWELES SEED CO.**

MILWAUKEE, WIS.

Red, White and Alsike Clover

Timothy and Alfalfa Seed

Seed Corn

Field Peas

## FARM SEEDS WANTED

We are in the market and prepared to pay cash for any quantity of Timothy, Clovers, Timothy and Clovers mixed, Millet and Sudan Grass—also other field seeds. Send us samples, description, state quantity you have and quote cash price per bushel f. o. b. your station. No lot too small nor too large. Address

**HYDE SEED FARMS, Pattonsburg, Mo.**

## YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

**SOUTHWORTH & CO.**

Grains

Seeds

Provisions

TOLEDO, OHIO



# SEEDS



BUYERS AND SELLERS

Medium, mammoth  
Alsike, White Alfalfa, Timothy Grasses, etc.  
MAIL SAMPLES ASK FOR PRICES

**Milwaukee Seed Company**



"The Live Clover House"

MILWAUKEE, WIS.



## RECEIVERS and SHIPPERS of

all kinds of grain and field seeds, mill products, hay, cotton seed and cotton seed products, sugar, rice and coffee.

Car Load Lots

**WHITE GRAIN COMPANY**

LUFKIN,

TEXAS

## N. L. WILLET SEED CO., Augusta, Ga.

Get Willet's Cotton Catalog and get Willet's Wholesale Bulletin on Southern Oats, Ryes, Vetches, Burr Clover and Natal Grass Sets. Large dealers in Cowpeas, Soy Beans and the various Velvet Beans.

WE BUY AND SELL

# Seeds

Write Us Your Needs

**SCHISLER-CORNELI SEED CO.**

St. Louis, Mo.

# SEEDS

Grain, Clover and Grass Seeds

**CHAS. E. PRUNTY**

7, 9 and 11 South Main St.

SAINT LOUIS

# MISSOURI SEED CO.

CAR LOTS

# ALFALFA, CANE, MILLET

KANSAS CITY, MO.

The ALBERT

# DICKINSON

COMPANY

**GRASS SEEDS FIELD**

To Meet Demands Of

# PURE SEED LAWS

Chicago

Minneapolis



## ASSOCIATIONS

### CONVENTION CALENDAR

February 14-15-16—Farmers Grain Dealers Association of Minnesota, Minneapolis, Minn.  
February 21—Michigan Hay & Grain Dealers Association, Lansing, Mich.  
February 27-28—Farmers' Grain Dealers Association of North Dakota, Fargo, N. D.  
May 8-9—Illinois Grain Dealers Association, Springfield, Ill.  
May 29-30-31—Kansas Grain Dealers Association, Kansas City, Mo.  
July 24-25-26—National Hay Association, Hotel Sherman, Chicago, Ill.  
September 24-25-26—Grain Dealers National Association, Buffalo, N. Y.

### MEETING OF COUNCIL OF GRAIN EXCHANGES

The eighth annual meeting of the Council of Grain Exchanges convened in Hotel LaSalle, Chicago, January 18, holding afternoon and evening sessions, and transacting such business as came before it with the election of the following officers to serve the ensuing year: President, John R. Mauff, Chicago; first vice-president, C. A. Magnusen, Minneapolis; second vice-president D. F. Piazek, Kansas City; third vice-president, Fred E. Pond, Buffalo; treasurer, John W. Snyder, Baltimore; secretary, J. Ralph Pickell, Chicago.

Executive Committee: J. L. Messmore, St. Louis; L. W. Forbell, New York; M. L. Jenks, Duluth; E. P. Peck, Omaha; W. T. Cornelison, Peoria; F. O. Paddock, Toledo.

President John L. Messmore of St. Louis, welcomed the delegates and after a very exhaustive report by Secretary J. Ralph Pickell of Chicago, in which he reviewed the work of the year, John W. Snyder of Baltimore submitted his report as treasurer.

The account of the general fund showed bank balance January 22, 1916, of \$208.40 which, with receipts for the year, gave a total of \$3,930.65. General expenses were \$3,778.14, leaving a balance for the general fund on January 18, 1917 of \$152.51.

The crop improvement fund received, together with balance on hand January 20, 1916, \$15,519.03. Expenses amounted to \$12,080.30, leaving a balance for this fund of \$3,438.73. The litigation fund showed receipts of \$3,326.50 and expenses of \$1,000, with balance of \$2,326.50. The amount on hand January 18, 1917 totaled \$5,917.74.

### REPORT OF BILL OF LADING COMMITTEE

The report from C. A. Magnusen, of the Bill of Lading Committee, was read by Secretary Pickell and adopted as follows:

Whereas, the Interstate Commerce Commission has had committed to it by Congress the form and substance of the bill of lading; and

Whereas, the Interstate Commerce Commission, in view of the so-called Cummings Amendment, and other things, has during the past few months held extensive hearings throughout the country, during which both carriers and shippers were heard in relation to what should be the form and substance of a bill of lading under the law; now, therefore, be it

Resolved, by this convention, that the written or printed matter either on the front or on the back of a bill of lading should contain no clause, sentence or word that will in any sense limit or minimize the liability of the carriers under the law; and further,

Resolved, that the secretary is hereby instructed to forward copies of this resolution to each member of the Interstate Commerce Commission at Washington, D. C.

### REPORT OF UNIFORM RULES COMMITTEE

S. P. Arnot gave the report of the Uniform Rules Committee. This subject was discussed very generally and resulted in the adoption of the following resolutions:

Whereas, it is the belief of the delegates here assembled that jurisdiction over those rules of the individual Boards of Trade and Grain Exchanges relating to cash transactions between resident members of such organizations and shippers of car-load grain, should be vested in the Boards of Directors of said organizations; therefore be it

Resolved, that the Council of Grain Exchanges in convention assembled at Chicago on this 18th day of January, 1917, recommends that the members of said Boards of Trade and Grain Exchanges give more power to pass regulations to their respective Boards of Directors or other governing bodies.

Whereas, the Grain Dealers' National Association at its convention in Baltimore on September 27, 1916, recommended that the Trade Rules Committee of said Association take action looking towards uniformity in the Trade Rules of the various Board of Trade and Grain Exchanges of the country; and

Whereas, this Committee was further instructed to co-operate with a similar committee of the Council of Grain Exchanges to the end that this uniformity may be consummated at as early a date as possible; therefore be it

Resolved, that the Council of Grain Exchanges in convention assembled at Chicago on this 18th day of January, 1917, hereby instructs the Uniform Rules Committee of the Council of Grain Exchanges to co-

operate with the Trade Rules Committee of the Grain Dealers' National Association and frame trade rules, to be presented for approval at the next annual convention of each organization.

### DEMURRAGE AND NATURAL SHRINKAGE

In the absence of Herbert Sheridan, chairman, the report of the Committee on Demurrage and Natural Shrinkage was read by Secretary Pickell as follows:

It is assumed that members of the Council are acquainted with the increased demurrage charges that have been made effective December 11 with the idea of increasing the car supply. While those proposed by the carriers, which involved elimination of the weather allowance and average agreement, were not acceptable and made sharp increases over the former rate of \$1 per car per day, subsequently, the Interstate Commerce Commission allowed modified increases to prevail with retention of the average agreement and weather allowance.

The existence of this Committee was overlooked when various grain representatives were brought together at Chicago and steps taken to have Council employed to protect the opinion of the Commission in the A. B. Crouch Grain Company case versus the A. T. & S. F. Ry. Co.—Docket 7517. An adverse opinion resulting from the rehearing will doubtless produce court action. As to this, the special committee having this matter in hand may perhaps be ready to report.

J. C. F. Merrill, secretary of the Chicago Board of Trade, gave the report of the Educational Committee. Mr. Merrill explained that the Committee had



PRESIDENT JOHN R. MAUFF  
Chicago, Ill.

not been particularly active during the past two years but whenever it had occasion it had, as for some years past, steadily upheld the great importance of the great market places of the country, the exchanges, where buyers and sellers could come together in great numbers to satisfy their needs.

Adolph Gerstenberg of Chicago, addressed the meeting on the subject of grading of corn. Mr. Gerstenberg held the position of Chairman of the Grain Committee of the Chicago Board of Trade when the new rules applied December 1, 1916, and related the results of the grades placed on corn under different conditions. He stated several instances where corn which was given one grade at one point would be given a different grade at another. He impressed on the delegates the necessity of working in harmony with the men at Washington. They meant well and Mr. Gerstenberg expressed himself as satisfied they would, while needing help themselves, extend every courtesy to the grain trade in general.

### EVENING SESSION

The Council was the guest at dinner at 6:30 o'clock, of the Chicago Board of Trade.

After the banquet in the East Room of the Hotel La Salle, Mr. Mauff, of the Board of Trade, called the diners to order, and in behalf of that organization welcomed the delegates of the Council of Grain Exchanges, at the same time apologizing for the absence of many members of the Board of Trade, because of frequent and violent fluctuations in the market, and because the meeting had been

announced originally as a strictly business meeting, and it had been hard for them to catch up with the secretary's announcement of the social feature. He congratulated the secretary upon the wonderful accomplishment of having served so very wholesome and palatable a dinner and felicitated the gentlemen who had made addresses at the afternoon session, as "leaving nothing to be said by way of supplement." He was glad of the wise provision that this meeting should be held always in Chicago, giving an opportunity to meet these men from all over the country face to face. He spoke reminiscently of former meetings of the Council in the old Princess Theater at its inception, and of the wonderful progress since that day, particularly mentioning the launching of the Crop Improvement Committee, a work which other bodies are taking up and carrying on. He then introduced the president of the Council.

### CROP IMPROVEMENT REPORT

After thanking the officers and members of the Board of Trade for their great hospitality and relating a number of witty stories, President Messmore proceeded with the regular business of the Council and introduced Edward Andrew, chairman of the Crop Improvement Committee, who asserted that the efforts of the Committee in securing one best type of grain for communities, in testing seed corn, and in formaldehyde treatment of small grain for smut were meeting with marked success and were being followed by other agencies. He moved that the work of the Committee be continued and the resolution was adopted as part of the report.

Bert Ball, secretary of the Crop Improvement Committee was then introduced and made his report, giving a very comprehensive outline of the Committee's accomplishments for the year. The report treated of the work of county agents, vocational education, boys' and girls' clubs, pageants and plays, barley standardization and crop report, institutes, farmers' clubs, short courses, seed testing, work through the public schools, etc.

The report of the Nominating Committee was then given after which the meeting adjourned.

### MICHIGAN DEALERS CHANGE DATE

The Michigan Hay & Grain Association will meet at Lansing on February 21, instead of on the 15th, as previously announced. The Downey House will be headquarters and the meetings will be held in the Chamber of Commerce banquet room.

The program consists of a trip through the Reo Automobile Company's plant in the morning; business session at 2:30 p. m., at which a number of prominent speakers will be present; banquet at 6:30, followed by an entertainment. There will be something doing all the time and a large attendance is expected.

### TEXAS DEALERS WARNED AS TO CONTRACTS

The Executive Committee of the Texas Grain Dealers' Association, which held a meeting at Fort Worth on January 19 and 20, adopted a resolution warning its membership against signing what is alleged to be subtly worded contracts with exporters who seek to place liability for damage or deterioration while shipments are on tracks or at certain points, particularly Galveston. The resolution says:

It has been brought to the attention of the Executive Committee of the Texas Grain Dealers' Association that the large exporters of grain have worded or may so word their confirmations of contract seeking to place the entire liability for all damage and deterioration incurred while the grain is on track at certain ports, especially Galveston, upon the seller, and

The numerous clauses contained in the said confirmations are intended to make binding upon the seller responsibility never contemplated nor agreed to at the time of sale, and

The different interests concerned in the buying and jobbing of export grain are financially strong, and in our opinion should co-operate; then, that in order to obtain equitable contracts for the sellers of export grain, the time has come when the question should receive the combined co-operation and united action of all interested sellers.

### FARMERS ELEVATORS OF IOWA MEET

The annual meeting of the Iowa Farmers Grain Dealers Association was held in Sioux City, January 23-24. The meeting was opened by President B. Hathaway and all the sessions were spirited and interesting. Among the speakers were Thomas Dealtry of Sioux City; K. B. Seeds and Chester Morrill of Washington, D. C.; H. J. Farmer of Airline, Minn.; J. W. Shorthill of York, Neb.; Governor W. L. Harding and John R. Mauff of Chicago.

All the old officers were elected; Benton Hathaway, president; C. H. Nelson, vice-president; Frank M. Myers, secretary; and G. M. Dyer, treasurer. The Board of Directors were selected from the 10 districts as follows: No. 1, R. Klay, Rock Valley; No. 2, B. Hathaway, Kingsley; No. 3, G. M. Dyer, Spencer; No. 4, B. E. Morton, Rockwell City; No. 5, C. H. Nelson; No. 6, Thomas McManus, Dougherty; No. 7, A. L. Middleton, Eagle Grove; No. 9, S. J. Cottingham, Stratford; No. 10, W. E. Newton, Newberg. Fort Dodge was chosen as the meeting place in 1918.



## OBITUARY

**ALLINGER.**—John W. Allinger a well-known grain man died at his home in Sidney, Ohio. He was actively interested in the Miami Valley Grain Company of Sidney and the Botkins Grain & Milling Company of Botkins.

**BARKER.**—Harry M. Barker died on January 31 at Buffalo, N. Y. Mr. Barker had for many years been a member of the grain firm of Charles Kennedy & Co., but retired from active business life about two years ago. He is survived by his widow.

**BODMAN.**—After an illness of several months' duration, Edward C. Bodman, one of the best known grain merchants in the United States, died at Lakewood, N. J., where he had been stopping for the winter. Mr. Bodman was associated with Milmine, Bodman & Co., of the New York Produce Exchange. From 1865 to 1885 he conducted a grain business at Toledo. He is survived by his widow and two sons.

**BOSTON.**—On January 11, Graham Boston, secretary of the N. Bawlf Grain Company died suddenly at Winnipeg, Man.

**BRAVARD.**—William Bravard, an engineer employed at the grain elevator at Morristown, Ind., was killed when he was caught in a large belt in the plant and hurled around the shaft.

**BUHLER.**—A. B. Buhler, connected with the Buhler Mill & Elevator Company, Buhler, Kan., died on January 21 after a short illness. He was 59 years old at the time of his decease.

**COVELL.**—Rufus Covell died at Shelburne Falls, Mass., aged 66 years. He was at one time operator of the elevator now under the management of the Potter Grain Company.

**CRONISE.**—George P. Cronise of the Baltimore Chamber of Commerce, Baltimore, Md., died recently.

**DANIELS.**—John C. Daniels, for many years engaged in the milling and grain business at Middletown, Ind., passed away.

**DEWEY.**—On January 20, George W. Dewey, a retired grain merchant passed away at his home in Detroit, Mich., aged 83 years.

**EDWARDS.**—James Augustus Edwards, a prominent Chicago Board of Trade member, died recently at Baltimore, Md. Further details to be found elsewhere in this issue.

**FELLOWS.**—Otis D. Fellows died not long ago. He was, at one time, a member of the firm Robinson & Fellows, grain and flour dealers, and was one of the oldest members of the Boston Chamber of Commerce.

**FINNEY.**—E. C. Finney of the grain firm of Finney & Davis of Tuscola, Ill., died not long ago.

**FRY.**—Aged 65 years, Israel S. Fry, flour and feed merchant of Reading, Pa., passed away on January 10.

**GOODSELL.**—Frederick Goodsell died from pneumonia at Moorhead, Minn. He had been engaged in the grain and fuel business for several years.

**HEATHFIELD.**—N. M. Heathfield died on January 21 at his home in Kansas City, Mo. He was for many years connected with the Kansas City office of the Missouri State Grain Inspection Department. He leaves his widow and three daughters.

**KINGDOM.**—John Kingdom, connected with the Heselbrower & Peterson Elevator Company of Galva, Ill., and formerly manager of the plant of the Frazier Elevator Company, was killed instantly when struck by train.

**LYLE.**—Oscar K. Lyle died on January 28, from a complication of diseases, at his home in Brooklyn, N. Y. Mr. Lyle had been connected with the New York Produce Exchange for many years, and was recognized as one of the foremost grain experts in the country.

**NASH.**—At the age of 50 years, Henry C. Nash died at his home in New York City on January 23. For the past 20 years, Mr. Nash had been actively engaged in the hay business in New York and had been connected with Devitt, Beaudiras & Co., Middlewood & Pratz, the American Hay Company and John F. Murray.

**PIERCE.**—On January 27, A. J. W. Pierce, a member of the Milwaukee (Wis.) Chamber of Commerce passed away. He was the head of the commission firm, A. J. W. Pierce & Co., which was organized in 1892.

**POTTER.**—George Potter, connected with the Wabash Elevator Company of Uniontown, Ky., died recently after a short illness.

**M'CREA.**—On January 26, at the age of 73 years, William S. McCrea, for 30 years a prominent grain dealer of Butler, Pa., died at St. Petersburg, Fla.

**NALLY.**—D. J. Nally, formerly manager of the Northern Grain Company's elevator at Arcadia, Wis., died.

**PUETT.**—John W. Puett died from injuries received in his grain elevator at Twin Grove, near Bloomington, Ill., on January 13. While standing near the flywheel of the engine, his clothing caught and he was hurled around the wheel and sustained injuries which proved to be fatal. His widow and two children survive him.

**RICHARDSON.**—George A. L. Richardson, formerly of the grain firm McCormick & Richardson of Logansport, Ind., died not long ago at San Diego, Cal.

**ROTHROCK.**—John Rothrock, Sr., died not long ago. He was engaged in the elevator business near Centerton, Ind.

**SCHAEFER.**—Henry Schaefer killed himself on January 20. He was a feed and flour dealer at Buffalo, N. Y.

**SHULTIS.**—Mark Shultis, a member of the Boston Chamber of Commerce and well-known in the grain world, died on January 29 from pneumonia at his home in Brookline, Mass. He was a director of the Chamber of Commerce in 1905, 1906 and 1907.

**SQUIER.**—Charles Squier, a retired grain merchant of Philadelphia, Pa., died recently at the age of 72 years.

**SULLIVAN.**—Robert J. Sullivan, manager of the Logan & Bryan Grain Company at Sheldon, Ill., died at the age of 42 years. He is survived by his widow and four children.

THE Interstate Commerce Commission has disapproved of the proposed schedule of the railroads providing an increase in charges for storage of grain in export elevators at the Atlantic Seaboard and also the assessment of new charges for storage of export grain in cars awaiting unloading into the elevators. All the principal trunk lines are affected by this decision.

A BILL was introduced in the Dominion House of Canada on February 2 covering an amendment to the Canada Grain Act to cover the entry of the Government into the elevator business in the West. It provides that any claims made against Dominion elevators shall be adjusted in the ordinary manner by the courts of the land and that workmen's compensation shall apply to the Government in the same way that it applies to the ordinary employer of labor.

BEFORE a fire insurance investigation commission at Toronto, Canada, C. B. Piper of Winnipeg, representing the Terminals Elevators Company, complained bitterly of the lack of insurance to be obtained in both Canadian and American companies. He said that grain companies have been unable this winter to secure sufficient insurance on the grain they have stored in the elevators and to protect themselves they had to go outside. To meet this situation, Mr. Piper suggested special forms of insurance for this class of business.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

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A 75-barrel steam flour mill and 30,000-bushel elevator, located in best wheat section in central Missouri. Twenty years' established business. Part terms, if necessary. B. R., Box 12, care "American Elevator and Grain Trade," Chicago, Ill.

### BUSINESS OPPORTUNITIES

Elevator and feed mill near Buffalo for sale; or manager wanted with \$2,000 or \$3,000 to invest. BOX 752, Buffalo, N. Y.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FERRETS

One thousand good ratters, hunters. Breeding stock sale. H. BREMAN CO., Danville, Ill.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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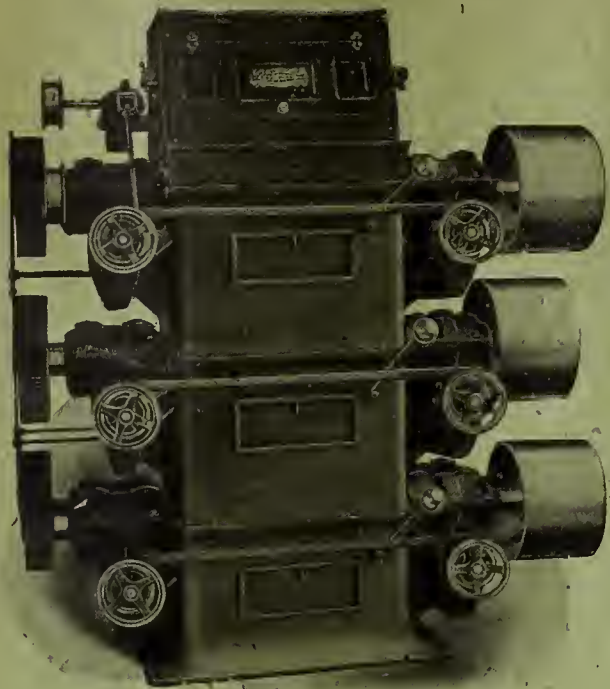
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King & Co., C. A., grain and seeds.\*  
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Wickenhiser & Co., John, grain dealers.  
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## Are You Ignoring This Splendid Opportunity?

**H**AVE you ever regarded the farmer who sells you his wheat in any other light than that of the source of your supply?

Don't you realize that he is the country's biggest buyer of ground feed—and that every time he enters your place of business he presents you with an opportunity for supplying his needs?

Ground feed is easily sold because there is a good demand for it. And it is easily made because Wolf Feed Roller Mills simplify the process.

**T**HERE is just as much reality to the strength, dependability, endurance and economy of Wolf Feed Roller Mills as there is to a bearing or a driving pulley.

Nothing is left to the vividness of your imagination; the quality is *there*—and you can *see* that it's there.

Where Wolf Feed Roller Mills show up to the best advantage is in comparison with other mills.

**I**T'S useless to try to solve all feed grinding problems with the same style of mill. Because there are as many differences among problems as there are among mills.

That explains why Wolf Mills are built in such an extensive variety of styles and sizes.

If you need a mill designed for especially heavy duty, you can get a Wolf Mill exactly suited to your requirements. And the same advantage holds when the demand is for a mill adapted to light or medium duty. It is easier to get a Wolf Mill to suit conditions than it is to alter conditions to suit a mill.

From that fact you will appreciate that the installation of a Wolf Mill is a matter of economy in itself.

Scores of elevator owners have used it to an economical end.

When writing us, if you will describe the service to which the mill is to be put, we will be able to more intelligently prescribe for your needs.



**The Wolf Company**  
Chambersburg, Pa.

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OF CHICAGO

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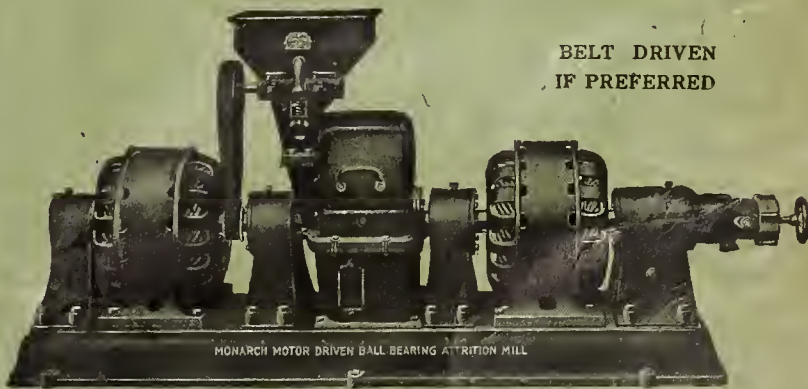
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He will very often go miles out of his way to get it—because he knows it means a saving of time and money in the end.

This is the reason why you can increase the area from which you draw your custom grinding, if you let it be known that you are operating

### The Monarch Ball Bearing Attrition Mill



There are many other advantages which the Monarch offers to owners and operators, besides a material increase in prestige and business.

Oil, power and repair bills are materially lessened; tramming is unnecessary; uneven grinding is impossible and uninterrupted operation is insured.

The Monarch is the ideal feed grinder—just the one you want for all around satisfaction and the one you need for certain profit.

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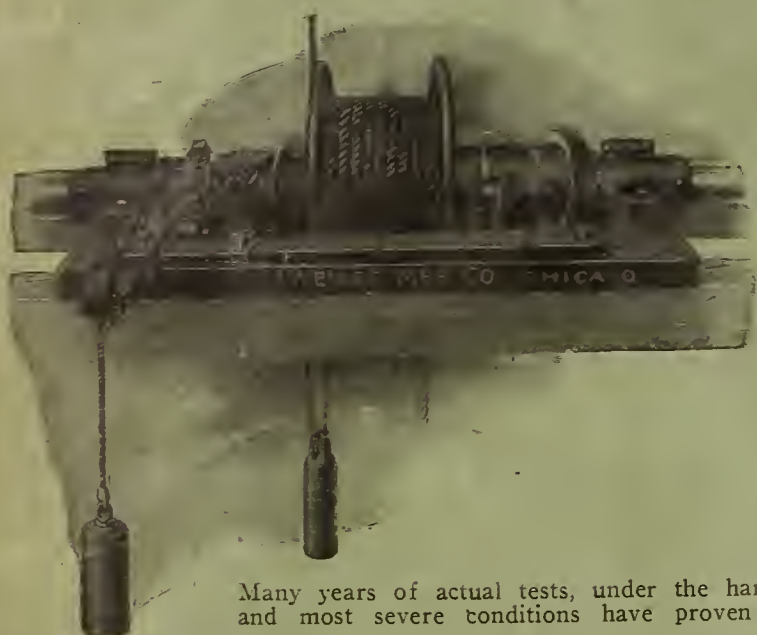


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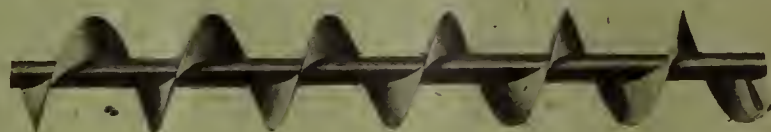
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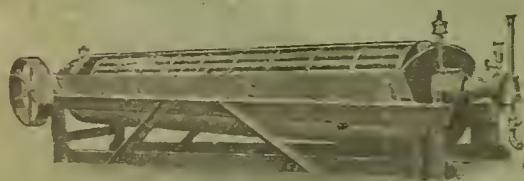
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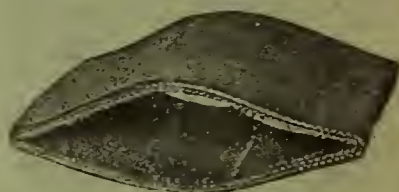
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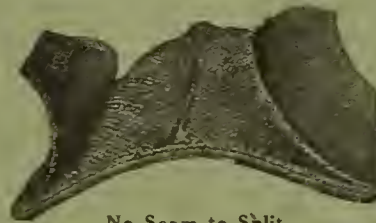
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